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AUSTRIAN INFORMATION SERVICE

AUSTRIAN CUSTOMERS: Austria offers a growing market for U.S. exports. Shown here is a busy shopping street in Salzburg. (Story on page 853).

Foreign Commerce Weekly

U.S. Department of Commerce

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6 More Export Leaders Chosen for 'E' Awards

Six new "E" awards for export leadership have been presented to the U.S. Chamber of Commerce, the International Marketing Institute of Boston, two manufacturing firms in Erie, Pa., a third in Niagara Falls, N. Y., and a Jackson, Miss., export-import house.

Separate presentations in Washington, New York, Erie, Niagara Falls and Jackson brought to 19 the number of American firms and organizations which have received the prestigious "E" awards, symbols of export excellence.

Secretary of Commerce Luther H. Hodges made the presentation to the U.S. Chamber of Commerce as the organization held its 50th anniversary meeting in Washington, citing the Chamber's "outstanding contributions in support of the Export Expansion Program."

The International Marketing Institute's award was presented at an IMI board of directors' meeting in New York City by Robert L. McNeill, Special Assistant to the Assistant Secretary of Commerce for International Affairs. IMI's achievements included qualitative market research in Turkey, a summer international business program for U.S. management, an export seminar for the New England World Trade Center, a Small Business Administration research project for developing a system to aid small companies entering the export business, a market research project for the International Trade Fair section of the Department of Agriculture, and a series of seminars for Department of Commerce and Foreign Service officials.

Senator Presents Awards

The Erie awards, presented by Senator Joseph S. Clark, went to the Zurn International Division of Zurn Industries, Inc., manufacturers of mechanical power transmission, fluid control and sanitary drainage products, and to Autoclave Engineers, Inc., manufacturer of precision equipment for high-pressure research.

Zurn, which exported very little before 1950, saw its exports in the last fiscal year rise by more than 40%. Beginning its export activities in Western Europe after an extensive study of the European market, Zurn has expanded its business to include sales in nearly all the industrialized countries of the world.

The firm's president, Everett Zurn, participated in the U.S. Trade Mission to Burma, organized by the Commerce Department, which resulted in an important interchange of business proposals between American and Burmese business concerns.

Autoclave Engineers started its concerted export effort about 5 years ago. By 1961, the firm's export sales volume had expanded to 5 times the 1957 level.

In Niagara Falls, the Alox Corporation, manufacturers of oil additives, corrosion inhibitors and rust preventatives, received its award at a dinner meeting of the Niagara Area and Ontario Chambers of Commerce.

The firm's accomplishments since entering the export market in 1952—with a steady expansion from coverage of Switzerland, Germany, France and Belgium to all of Western Europe and, in 1961, to Africa and Asia—were recognized by the "E" pennant presented to Henry Grabon, vice-president and treasurer, by John S. Stillman, Deputy to the Under Secretary of Commerce.

Mississippi Presentation

Stephen J. Sanders, Inc., export-import company of Jackson, received an "E" award from Mississippi's Governor Ross Barnett at a Conference on Exports sponsored by the Mississippi Agricultural and Industrial Board, the State Chamber of Commerce and other organizations.

Among other things, the company has developed a market in England for shelled pecans, established textile sales outlets in Latin America, British Guiana and Northern Rhodesia, and developed volume markets for water-sports and boat safety equipment in Belgium, Lebanon, Australia, Italy, Austria, The Netherlands, The United Kingdom, West Germany and other countries.

The new "E" winners were selected from among several hundred nominees still under consideration for future awards.

Selections were made by Secretary Hodges after consideration by an Awards Committee representing the Commerce, Interior and Agriculture Departments, the Small Business Administration, and other Government agencies in specialized fields.

Africa Looks To New Kind Of Investor

By Bernard Blankenheimer

Acting Director, Africa Division
Bureau of International Programs

More and more, the Commerce Department's specialists on Africa are finding themselves forced to be conversant with such things as "bride prices" in Kenya, and the shortest rail distance between Bamako and Dakar.

Nuggets of information such as these are needed because of the increasingly apparent interrelationships between Africa's economics and its social, cultural and political patterns.

EXPANDING AFRICAN TRADE: Secretary of Commerce Luther H. Hodges discusses trade and investment opportunities with two officials of Ethiopia. At right is Ambassador Birhanou Dinke, and in center is Lidj Endalkatchen Makonnen, Ethiopia's Minister of Commerce and Industry.

Many of these patterns are of extreme importance to present or prospective U.S. traders or investors in Africa, to whom this article is addressed.

Certain African development projects, such as land resettlement, have proved to be disastrous failures because little account was taken beforehand of particular social and environmental factors regarding the African's attitude toward land, the tribe or extended family units, or property, such as cattle.

For example, the nomadic Masai of proud warrior traditions in Kenya or the wandering Fulani of Northern Nigeria have generally resisted efforts to permanently settle them or to domesticate their cattle for commercial meat production.

Cattle are slaughtered only out of sheer necessity, being more important on the hoof as a wealth and status symbol and also serving as a type of dowry or "bride price."

Similarly, some contemporary economic developments in Africa may be primarily motivated by political considerations and may seem quite illogical when assessed on economic grounds alone.

For example, the rail line connecting Bamako in the Republic of Mali to the seaport of Dakar in the Republic of Senegal is boycotted by the Malians because of political differences with Senegal; instead, Mali carries goods over a more costly and longer road and rail route to the Gulf of Guinea port of Abidjan in the Republic of Ivory Coast.

The thin and often obscure dividing lin between politically and economically inspired developments is not in itself unique to the African continent. But there is one unique characteristic in African policy not found to the same extent in other continents—the preoccupation with colonialism which colors African thinking and policy decisions.

While here and there African leaders may grant that certain residual benefits were derived from colonial associations with the European powers, these benefits are considered to have been only incidental to the process of "colonial imperialism" which, they charge, embodied political and economic exploitation.

The traditional concept of colonialism is universally repugnant to Africans and the new African states do not yet feel themselves secure or entirely free from colonial vestiges or neo-colonial influences.

African leadership's first impulse was to safeguard new-found national sovereignty by controlling the scope of foreign private enterprise in the country's economy so as to prevent "economic imperialism."

Weighed against this impulse was the tacit recognition that foreign private enterprise accounted for much productive activity and that future economic growth necessarily had to lean heavily on the faith, confidence and continued investment of foreign enterprise.

These convictions have given rise to confusing and sometimes outright contradictions between policy pronouncements, regulations and actions by African leaders and subordinate officials.

Does this imply an antipathy to private enterprise?

No—not yet—but hesitancy on the part of foreign private enterprise to take more speculative risks could gravely disappoint African leaders and lead them into stronger attachment to "statism" as a means of achieving economic goals.

This danger was apparent in a speech to the Commerce and Industry Association of New York by the Honorable Chief Festus Okotie-Eboh, Nigerian Federal Minister of Finance, who appealed to American businessmen to stimulate the economic development of Nigeria by investing there.

"This is a call from Macedonia that you should come and help us," he said. "We hope that this call will not fall on deaf ears. We believe that you are sympathetic to our cause. Some of you are already there. Those of you who are already there and who have had investments have a common purpose and a common touch with us."

Dr. H. K. Banda, an outspoken Nationalist leader in Nyasaland, put it even more pointedly: "I would rather have the dollars and the pounds, but if the dollars and the pounds are not forthcoming, I am not going to let my people starve and I am going to take the rubles."

In attempting to predict the future of foreign private enterprise in Africa, we must have an appreciation of certain underlying background facts.

Limited Growth

With close to one-fourth of the earth's land surface, and some 60 states, old and new, Africa has achieved only limited economic growth in relation to its resource potentials.

(Continued on page 815)

Fall Mission Scheduled For Spain

Would you like to have five highly qualified American businessmen represent your company in Spain for 4½ weeks, spotting profitable trade opportunities, licensing arrangements and joint venture investments? And at no cost to you or your company?

Five seasoned representatives will be ready to carry your choice export offerings to Madrid and other important Spanish trade centers during November. If you want, they will take with them a letter from you describing your firm's interests. They will publicize your products, whatever they may be, taking your business proposals direct to the buyers.

On their return to the U.S., these business leaders will report on every business proposal, advising you of the names, addresses and company affiliations of prospective customers or representatives.

1959 MISSION TO SPAIN: A member of the successful 1959 U.S. Trade Mission to Spain chats with Spanish traders.

These representatives—members of the U.S. Trade Mission to Spain—will be authorities on food processing machinery, refrigeration equipment, packaging machinery, metal fabrication, and international trade in machinery.

However, these men will not be limited to these fields. Every type of export item will be included within their terms of reference.

If you are interested in expanding your business, increasing your profits, and developing sales in Spain, simply answer these nine questions before September 15 by letter:

- Do you now have business connections in Spain or are you represented there? (If you have an exclusive representative, the Trade Mission cannot locate another agent for you.) If represented, by whom?
- Have you had previous business experience with Spain?
- What products do you want to sell or what purchase or business transactions do you want to undertake? Please describe products in detail.
- Do you want to obtain a Spanish agent or to export directly?
- Do you prefer to import for your own account or to act as an agent?
- Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital, with a qualified firm?
- Are you interested in licensing a qualified company to produce your products abroad? If so, tell in detail about the nature of the agreement you would consider.
- To what extent are you prepared to sell on long-term credit or, if dollar exchange is not available, accept payment in foreign currency?
- What type of company would be qualified to transact your business?

Don't hesitate to better illustrate your proposition by including catalogs and brochures and size and scope of your operations. No firm is too large or small to be represented.

Spain Emerging Stable and Prosperous

Spain is a country in transition. The industralization of the country has opened up new avenues for development, and for the import of a wide range of consumer goods and manufactured products.

Foreign investment, estimated at $30 million, has risen by more than 40% since the peseta was devalued in 1959. The peseta is freely traded in world markets, and has remained stable at 60 to the dollar.

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Ten percent of Spain's exports go to the U.S. The country's exports consist of foodstuffs and beverages, mineral products, chemicals, cork products and manufactured textiles. About 41% went to the Common Market countries, and half as much to the "Outer Seven" nations—the United Kingdom, Sweden, Norway, Denmark, Switzerland, Austria and Portugal.

Spain's imports come chiefly from the Common Market countries, with the U.S. the next largest supplier. One-fourth of all Spain's overseas purchases come from the U.S. Imports from the U.S. jumped more than 56% between the first half of 1960 and 1961.

Spain's major import categories are machinery, crude oil, metal fabrications, foods, raw cotton, vehicles, paper, wood, wool, and coal.

Spain's imports have increased between 1960 and 1961 to nearly $1 billion. The net trade balance deficit of $300 million is largely balanced by the invisible exports of tourist revenues, which are expected to yield $500 million in 1962. In 1961 Spanish gold and foreign currency reserves reached $1 billion.

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The Trade Liberalization Program, introduced since the last Trade Mission visit to Spain in 1959, has greatly contributed to a substantial increase of the Spanish foreign exchange availability.

Send all information (an original and two carbon copies) to the Director, U.S. Trade Mission to Spain, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. You may also reply through any Department of Commerce Field Office.

Spanish Mission Recruits Experts

Five American businessmen, specialists in the machinery and equipment field, are needed to serve on a U.S. Trade Mission to Spain in the fall.

The Mission, to be led by U.S. Department of Commerce trade specialists, is scheduled to arrive in Madrid November 4, then spend 4½ weeks in the principal industrial and commercial centers of Spain.

Mission members will be briefed in Washington from October 22 to 25.

Knowledge of Spanish by Mission members is desirable, but not absolutely essential. The Mission should be prepared to discuss investment, licensing and joint venture, cost, credit terms and U.S. sources of supply.

If you have specialized knowledge in the fields of food processing machinery, refrigeration equipment, packaging machinery, metal fabrication and processing machinery, or the international machinery trade, and if you want to serve on the Mission, write to the Director, Trade Missions Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or contact your nearest Commerce Department Field Office.

Tung Oil Quota Out; Short Supply Cited

President John F. Kennedy has ordered U.S. import quotas on tung oil and tung nuts discontinued, effective May 2, because of "changed conditions in the tung oil market which have developed in recent months."

In announcing discontinuance of the quotas which have been in effect since Nov. 1, 1960, the President said conditions of short supply have developed, both in the U.S. and overseas, which have caused prices of domestic tung oil to rise above support prices in recent months.

Business Films Needed Abroad

The Commerce Department is now circularizing American industry seeking commercial motion pictures which, in the hands of U.S. Commercial Attaches overseas, can act as "unpaid salesmen" for American products.

If the U.S. business community is enthusiastic, commercial film libraries will be set up at about 50 U.S. Embassies abroad, and the motion pictures will be used on a regular basis to "sell" potential customers, distributors, and agents.

Low-cost, 8-mm. magnetic striped film and the new 8-mm. sound projectors will be used. The units will be capable of telling any American company's sales story, in full color, at a fraction of the cost of the 16-mm. films used in the past by U.S. firms for commercial motion pictures.

American businessmen are responding favorably to the idea of using the film libraries as a powerful sales tool, according to Mr. Nathan D. Golden, Director of the Scientific, Photographic, and Business Equipment Division of the Commerce Department's Business and Defense Services Administration.

He asked firms willing to supply their films, with appropriate foreign language narrations, to contact him at the Department of Commerce, Washington 25, D.C.

Africa Seeks New Investors

(Continued from page 813)

In no other continent does so large a proportion of the population depend on subsistence productive activities in a tribal economy.

Startling progress has been made toward the transformation of this traditional subsistence economy into a modern production-for-exchange economy, but much of the output consists of primary products for export rather than for home consumption.

Intra-African trade, therefore, is of minor importance in relation to Africa's global trade.

Africa's general prosperity depends directly on demand and price levels in industrial countries for these primary products, notably timber, coffee, cocoa and various metals and minerals.

In the past, the capital, technology and motivation have come largely not from within Africa, but from external sources and predominantly from the metropolitan country itself.

Such capital was in the form of both public loans and grants, but heavy reliance was placed also on private foreign capital. From World War II to 1957 alone, an estimated $10 billion (half public, half private) was invested in Africa. The great bulk of this investment came from Western Europe.

The Technological Gap

A fundamental deficiency in the African economy stemming from this dependency on external forces is the "technological gap." There is a glaring shortage of native entrepreneurial skills and managerial talent.

By and large, the African pursues an agricultural livelihood or is a laborer in commerce and industry.

There are relatively few self-employed entrepreneurs, and private native-owned limited liability companies are rare.

Where Africans are entrepreneurs, they are usually small traders, individual proprieters or partners rather than corporate leaders.

This, perhaps, more than any other factor, has motivated direct government or government-sponsored developmental activities.

As one United Nations report observed: "The fact is, given the lack of conditions necessary for a more spontaneous growth, many African governments have no choice but to perform the functions of an entrepreneur in diverting savings into productive investments and even in assuming the responsibilities of management.

"Many of the facilities, such as transport, water supply and power, the so-called infrastructure, are in urgent need of development—and in these fields government initiative is essential."

Likewise, the report points out that government has a key role in agriculture research and improvement and "in the provision for technical and vocational training for industry."

Do such actions by African governments constitute an ideological commitment to state socialism?

The writer would submit that most emergent African states have not developed a fixed or firm political or economic ideology as yet; that, indeed, wide

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Changing African Outlook Noted

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variations and admixtures of free and controlled economies are found, based more on experimental considerations and an impatience to speed economic growth than on ideology.

Throughout Africa there is much scope for private foreign enterprise, provided this enterprise, as the Assistant Secretary of State for African Affairs, G. Mennen Williams, has stated, accepts Africa "on its own terms."

In a recent speech before a group of American businessmen, Mr. Williams stated:

"We must, of course, encourage the African nations to develop the plurality of institutions that we have found to be the greatest bulwark of freedom. In particular, we must help them find a place for private enterprise, but we would be remiss if we did not say very candidly that private enterprise, itself, must be prepared to make major adjustments."

These adjustments, he went on, included more emphasis on management and less on ownership; and, similarly, more emphasis on training to employ surplus African labor than on intensive capital investment.

Africanization

The point is that Africans want "Africanization"—which should not be confused with nationalization.

Africans want to see African labor trained and employed, local resources used, and Africans given an opportunity to participate in enterprise.

All too frequently the established expatriate or foreign-based enterprises in Africa have not changed their policies fast enough or soon enough to suit African leaders, with the result that less and less reliance is being placed on private enterprise.

If Africa is to develop a healthy respect for private enterprise, the process of Africanization should be speeded up, with private enterprise itself taking the initiative.

New private foreign investment in Africa follows a pattern of joint ventures with local interests, public and private.

Enlightened private foreign enterprises in Africa are supporting in-service training activities, education and other community activities. This is particularly true of American private capital.

American oil companies in West Africa, for example, have taken the lead in developing private entrepreneurships in gasoline stations, while one American mining company in Liberia has made it possible for local stock participation on an installment basis, to be paid out of eventual earnings.

Indeed, the contribution of American business to African development is keenly sought by all African states, and it is encouraging that a number of these states have established specialized trade and investment offices in the U.S.

Missions Seek Capital

Many official African missions have visited the U.S. in search of U.S. capital and technology, and in many countries investment codes or legislation to induce new private capital inflows have been introduced.

A typical example is the investment code enacted June 1961 by the Republic of Congo (Brazzaville), providing guarantees for qualified business ventures. These benefits include the free transfer of profits and capital from the sale of assets, identical treatment of foreign and Congolese enterprises and their employees, certain basic fiscal and tax advantages, liberalization of import restrictions for the construction and outfitting of plant and equipment, limitation on the importation of competing products and provision for necessary tariff protection, and preferential treatment on exportation of products from the Congo by virtue of export tax remissions. Similar investment codes or laws have been enacted by many African countries, and in others are being considered.

The U.S. Government, through the Agency for International Development, the Export-Import Bank, and the Department of Commerce, has encouraged participation of American capital, technology and management in African economic development.

AID's Investment Guarantee Program provides insurance against various political and economic risks—such as expropriation and nationalization, war risk, and exchange convertability. Loans can be provided from various sources such as the Export-Import Bank, while information, advice and on-the-spot help are available to American businessmen from the international bureaus of the U.S. Department of Commerce in cooperation with the U.S. Foreign Service.

Yet it must be acknowledged that American private investments in Africa are limited financially and geographically.

Out of a total of $32.7 billion of American direct investments in the world as a whole, the amount in Africa totaled less than $1 billion at the end of 1960.

Of the total African figure—estimated at $925 million—$195 million was in North Africa, $46 million in East Africa, $290 million in West Africa, and $394 million in Central and Southern Africa. Although manufacturing and industrial activities were well represented in our investment in South Africa, for the most part our investment in West and Intertropical Africa was in extractive operations and petroleum distribution.

But these figures are not as negative as they appear to be; they do show a very satisfying rate of growth in investments in tropical Africa as compared to southern Africa.

In 1960, United States direct investments in West Africa totaled $290 million as against $42 million in 1950.

On balance, therefore, U.S. private capital has increased very significantly in Africa as a whole and has shown a high rate of growth in the more underdeveloped areas.

Nevertheless, in relationship to our global direct investments, our investment interests in Africa remain low. African governments, the U.S. and the American businessman all stand to gain from efforts to increase U.S. business investment in Africa.

The future of Africa is in the hands of Africans. But American and other foreign private enterprises can help—for private foreign enterprise carries with it its own technology and managerial capacity, provides added sources of desperately-needed revenues for African governments, assists in the training and employment of African indigenous peoples and contributes to the emergence of an entrepreneurial class, so vital to the future stability of Africa.

Many African Opportunities Seen

American private enterprisers would do well to investigate opportunities in Africa. Not only are these numerous at the present developmental stage of the continent's new nations but grasping them now will afford a "beachhead" for future expansion as experience and contacts are gained, according to Edmond C. Hutchinson, the Agency for International Development's Assistant Administrator for Africa and Europe, who returned recently from a month's tour of Africa.

Even at the present stage of development, opportunities exist for engineering and technical surveys, bidding on actual construction projects, original investment in a variety of enterprises, and active selling of U.S. goods and services, he said.

The AID official expressed belief that the new African nations are, in most cases, eager to broaden their economic contacts and that they construe economic independence as second only to political independence among cherished national objectives.

Greece Nears EEC Link; May Be Model For Others

As Greece rolls closer to associate membership in the European Economic Community (EEC), economists are preparing to implement a wide-ranging readjustment plan which provides several special aids to help her economy over the rough spots caused by affiliation with advanced Common Market economies.

The Agreement of Association has been ratified by France, the Netherlands and Greece, and will become official once it is approved by Belgium, Luxembourg, Italy, and West Germany.

Although the agreement deals only with the specific problems of the Greek economy, it could serve as a basic model for agreements with Spain, Portugal, and other countries seeking associate membership in the EEC. Naturally, the terms of each agreement will differ with the particular needs of the various applicants' economies.

While Greece will not become a full member of the EEC, she will enjoy many of the advantages and assume some of the obligations of membership over an extended period of time, with the aim of full membership when she achieves an appropriate level of economic development.

Transitory Measures

Protocols, declarations, and letters annexed to the agreement deal with the special problems affecting the Greek economy during the transition period.

The contracting parties aim to promote the continuous development of intra-EEC trade and economic relations and to speed Greek economic development.

To this end Greece will:

- Adopt the common EEC external tariff.
- Join a customs union gradually eliminating various trade barriers and restraints.
- Integrate and harmonize her economic policies with those of the EEC.
- Borrow $125 million from the European Investment Bank (EIB), an organization of the EEC.

The importance of association can be judged from the relatively high level of foreign trade Greece conducts with the six EEC countries.

In 1960, EEC sales to Greece amounted to about $236 million, or 34% of total Greek imports. In the same year, EEC purchases from Greece totaled $67 million or about a third of total Greek exports.

The association agreement's principle is that the contracting parties will neither introduce new import and export duties affecting intramarket trade, nor increase existing ones.

Two Adjustment Periods

The elimination of Greek import duties must be completed within either of two transition periods: one of 12 years and the other of 22.

The 12-year period applies to the majority of commodities, including virtually all agricultural products, and calls for duty elimination in 10 progressive steps: immediate reduction of 10% when the agreement becomes effective; 10% every 18 months for 9 years (i.e., six successive 10% reductions); and thereafter at the rate of 10% annually for 3 years.

The 22-year period governing the remaining commodities includes nearly all products currently being manufactured in Greece, and is divided into 14 duty reduction stages: an initial reduction of 5% immediately after the agreement goes into force; additional 5% reductions every 30 months during the ensuing 7½ years; and after the 10th year, the balance (80% of the original duty rates) will be eliminated on the basis as the 12-year program.

During the 12-year transition period, Greece may reimpose, increase, or introduce new import duties not exceeding 25% ad valorem and not affecting products which accounted for more than 10% of Greece's total 1958 imports from the EEC.

Greek export duties and taxes must be eliminated within 4 years.

Gets Present Benefits

Greece will benefit automatically from all tariff reductions now in effect among the six EEC members.

These reductions are presently 40% on industrial products and between 30 and 35% on agricultural products.

Greece will benefit by all future tariff reductions announced by the six member countries until duties are completely eliminated.

By the end of 1969 all duties on entry of Greek products into the EEC will have been eliminated.

Should the six decide to accelerate their tariff reductions, the process of elimination vis-a-vis Greece would be advanced correspondingly.

The agreement recognizes the need to harmonize Greek agricultural policy with that of the EEC. To promote increased agricultural exports to the EEC, Greece received special advantages on two principal farm products, leaf tobacco and raisins. The agreement will immediately reduce import duties on these items by 50% of the basic duty rate in each of the EEC countries, with complete elimination by 1967.

Practically all of Greece's agricultural products will receive the full benefit of the tariff reduction until the harmonization of agricultural policies is achieved.

Special protocols provide for increased purchases of Greek tobacco, fresh fruits, wines, and raw cotton.

Must End Quotas

The agreement aims at the complete liberalization of trade by removing all quantitative restrictions. Greek exports to the EEC will immediately enjoy the same level of liberalization from import controls as those of the six original members.

On the other hand, Greece must eliminate import and export quotas over transition periods of 22 years or 12 years.

Within 10 years she must also reach a level of liberalization amounting to at least 80% of her 1958 imports ($193 million) from the EEC countries.

The Greek tariff will be readjusted to the Common External Tariff (CXT) of the EEC in three progressive stages for products on which Greek duties vis-a-vis the Community are to be wiped out in 12 years, and in four stages for products on which duties are to be eliminated in 22 years.

Development Loans

To stimulate Greek economic growth and promote the aims of the association agreement, the member countries have agreed to provide long-term and low interest loans of up to $125 million through the EIB within 5 years of its effective date.

Special protocols permit financing beyond the initial 5-year period, depending on the requirements of the Greek economy and the availability of other international sources of financing.

Repayment of loans will be based on the nature of the project and may extend up to 25 years. Loan applications must be submitted to a lending agency designated by the Community.

In a special letter appended to the agreement, the EEC expresses sympathetic understanding of Greece's desire to settle its prewar public debt. It states that the EEC will facilitate Greek efforts to obtain repayment funds from the EIB or other international sources, in addition to the $125 million provided for basic economic development.

Effective Date

The agreement becomes effective the first day of the third month after ratification agreements are exchanged between all contracting parties.

A Council of Association representing both Greece and the Community will administer the agreement, and its decisions will be binding on all contracting parties.

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

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- ANGOLA—An Industrial Development Board will be set up to plan new projects and make marketing studies.

- BARBADOS—Approved shipments of machinery, equipment, and apparatus are exempted from import duty if for Port Contractors (Barbados), Ltd., and for exclusive use in construction, expansion, repair, maintenance, or renovation of Esso bunkering installation within deep water harbor area.

- BELGIUM—Belgian Shell Oil Co. plans to prospect for oil in a 3,360 sq.-km.-area in northwestern tip of country. Will be third area in Belgium where oil prospecting is in progress.

  Orders booked by Belgian metal fabricators climbed to $2.2 billion in 1961, 24% above 1960 level, and domestic deliveries rose 12.7%. Rise in domestic demand particularly steep in electronic products, especially TV sets.

  Belgium's 1961 national income gained 5.5% over 1960 to $2.8 billion (441 billion francs). Workers' wages rose 10% to $2.7 billion (137 billion francs) and private salaries increased by 12% to $1.3 billion (67 billion francs).

  Fansteel Metallurgical Corp. and Metallurgique de Hoboken of Belgium have established joint enterprise near Antwerp for manufacture of tantalum, niobium, tungsten, and molybdenum.

  Permission to finance export credits exceeding 5 years would be granted Office National de Ducroire, a Belgian Government organization, under legislation recently introduced.

- BRAZIL—The Purchase of 30 road graders by 30 municipalities of State of Sao Paulo being financed by State Savings Bank on 10-year repayment terms. The 11½-ton graders, made in the State by Caterpillar Brasil, are financed under program to assist small interior towns to open new roads giving access to state highways.

  A Christmas bonus of a month's salary is required for workers in private industry, according to bill approved by Chamber of Deputies.

- BRITISH GUIANA—Imports of fresh beef again are prohibited; had been allowed since September 1961 under specific license during local meat shortage caused by outbreak of hoof and mouth disease.

- BURMA—Burma Fisheries, Ltd., subsidiary of Army-controlled Burma Economic Development Corporation, to become sole important commercial fishery with purchase of Burmese private shares in Martaban Co., joint venture with Taiyo Fisheries Corp. of Japan.

  Industrial Promotion Board set up to assist new or expanding private industries and find markets for Burmese industrial products. Chaired by head of Industrial Development Corporation, Board includes other interested Burmese Government agencies.

  Communist Chinese technicians arrived to survey prospects for producing 90,000 sets of tires and tubes annually. Reportedly may advise, instead, construction of truck tire factory if raw material availability warrants.

East Germany has offered to contract for 40,000 tons of Burmese rice annually and furnish long-term credit for establishment as public or private enterprises a nylon factory, sugar mill, cement factory, and textile mill.

- CAMBODIA--Formation of two important joint ventures (to be owned by Cambodian Government and private investors) announced by Ministry of Industry. Khmer Brewery Co. Cambodia's first brewery, will be capitalized at $2.85 million and Khmer Phosphate Fertilizer Co., country's first effort to mine and treat local phosphate deposits, will have initial capital of $85,000.

  Cambodian insurance companies now may write certain insurance in terms of foreign exchange. Coverage includes marine insurance for exports and certain essential imports and payment of individual insurance claims by non-resident tourists.

- CEYLON--Rubber shippers complain they will be unable to meet some foreign demands for best grades of sheet as free trading may be precluded by new 2,000-ton Hungarian order, bringing total sales commitments to Soviet bloc countries to 45,000 tons.

  In anticipation of impending entry of State-owned Ceylon Petroleum Corporation into marketing operations and to protect it against possible price cutting by established foreign companies, Ceylon has fixed minimum retail prices for petroleum products, with price reductions in some items.

- COLOMBIA--Government has eliminated specific duty of 0.10 pesos per gross kg. on imports of crude, washed, or ground asbestos (tariff No. 194-b). The ad valorem rate of 10% continues in force.

  Forty tons of light (Virginia or burley) tobacco grown in Bucaramanga region exported to Europe. Colombia reportedly will be able to ship over 300 tons a year of this type tobacco within 3 years in addition to meeting domestic requirements of light cigarette factories that may be established.

  Marine or inland fishing firms, as well as firms producing tanning extract of vegetable origin, now are granted a 100% exemption from income and complementary taxes. Exemptions reflect Colombia's policy of providing incentives to foster basic industries.

- CONGO, REPUBLIC OF THE (Leopoldville)--Some cotton probably will have to be imported to meet domestic demand this year and next. Local production for 1962 forecase at 17,000 metric tons, smallest crop since 1932.

- FRANCE--Varian Associates, Palo Alto, Calif. and French firm Thomson-Houston plan to set up joint subsidiary to produce hyperfrequency tubes for telecommunications, radar, television, and nuclear equipment. The two firms have been collaborating for several years and will pool their research.

  Renault has renewed contract for 2 years with Hino Motor Co. for building its 4 CV model in Japan. Negotiations underway to extend agreement to include Japanese manufacture of additional models in Renault line.

  French Minister of Public Works and Transport and U. K. Minister of Aviation announced that U.K. and France would proceed jointly on research work looking toward construction of a supersonic transport.

- ICELAND--Central Bank announced that Icelanders traveling abroad now can obtain foreign currency permits for 100 pounds sterling, up from former 70 pound limit.

  Most productive well in Reykjavik was drilled last month. Conservative estimates indicate 910-meter deep well will deliver at least 30 liters of 140°-150° C. hot water under pressure per second. Volume of superheated steam not yet measured. Additional wells providing total capacity of 70 liters per second must be found before city hot water system can be completed. Extension of Reykjavik hot water system finance by $2 million IBRD loan.

- INDONESIA--An economic agreement signed April 18 by Indonesia and Yugoslavia provides for extension of $15 million credit to be used by Indonesia for capital

goods imports. The 8-year credit will bear interest at 3%.

Japan has agreed to grant $21 million (probably under the reparations agreement) to build 3 large tourist hotels and buy patrol boats to combat smuggling. Hotels will be located in Bali, Jogjakarta, and Pelabuhan Ratu and will be managed by Indonesian Council for Tourism. About 5,000 tourists visited Indonesia in a recent 3-month period, 5 times the number in like period last year.

- ISRAEL—Shipping bank has been established to finance development of Israel's passenger and merchant marine. Bank will channel private capital into financing of additional 35 ships to increase Israel's fleet to 100 vessels.

  Government approved investment project of $330,000 to build first of a series of Ready-Mix Concrete plants. Company will be operated by Ready-Mix Concrete of England, Mayer Investment Corp., and Shimshon Cement Works. First installation in Ramat Gan expected to be operating in 3 months. Additional enterprises will be opened later in Tel Aviv, Jerusalem, Haifa, and possibly Ashdad.

  Electronics of Israel, Ltd., has agreements with Governments of Senegal and Kenya, as well as with U.S. and French businessmen, to establish factories in Dakar and Nairobi for production of radio sets and other electronic products. Agreements also provide for training local workers of the two countries in vocational schools and at laboratories of parent company in Israel.

  Eruption of a new oil gusher last month may possibly mark site of a new oil field in Heletz district. Commercial value of new strike will not be assessable for some time.

- ITALY—Chamber of Deputies has approved bill authorizing expenditure of $2.4 billion over next 10 years for modernization and development of State railways. Bill, going to Senate for priority consideration, provides that two-fifths of works and supplies be furnished by firms in Southern Italy.

  Parliament has approved bill forbidding advertising of any form of tobacco smoking. Ban applies to both domestic and imported products. Bill will become effective 15 days after publication in Official Gazette.

  By end of 1962, Coca Cola will have built 5 new bottling plants, in Palermo, Bari, Bergamo, Latina, and Massa-Carrara, and 21 plants already in operation will have been enlarged.

  Italian firm Ercole Marelli has licensing agreement with Buffalo Forge Co. to manufacture in Italy giant fans for ventilating the Mont Blanc tunnel now under construction. Ercole Marelli has licensing agreements in other fields with large U.S. companies such as Westinghouse Electric, Carrier Corp., and Morrison Products.

- JAMAICA—May signing likely of U.S.-Jamaica agreement on AID loan of $5.2 million for low-cost housing and islandwide water system.

- LAOS—Government has banned imports of charcoal, coffee and soft drinks. Ban publicized as measure to preserve foreign exchange and encourage domestic industry.

- MOROCCO—Tax on all goods entering Tangier Free Trade Zone reduced from 5% to 1%.

- NETHERLANDS—Royal Metals Co., New York, has placed a $2 million order for completely flat mattress supports with N.V. Draadindustrie Jonge Poerink. This new product was developed by the Dutch company from experience acquired in producing tension sieves.

- NIGERIA—A 10-year $566 million program for expansion of Nigerian Airways is announced. Project financing probably will come through loans from foreign sources.

- PAKISTAN—Industrial Development Bank of Pakistan sanctions $21.8 million (104 million rupees) loan for establishment of Pakistan's first acetate rayon mill. Entire project to cost $28.4 million (135 million rupees), go into production within 3 years, and produce 100 tons of acetate rayon per day. Raw materials

will be supplied by sugar factories in former Punjab area of West Pakistan.

Pakistan Industrial Development Corporation will establish insecticide and pesticide factory at Chandraghona (Chittagong) and a DDT factory at Khulna, both in East Pakistan.

- PERU—Nedlloyd Lines of Amsterdam has announced establishment of direct shipping services between Japanese ports and Callao. Line also plans to take Peruvian cargo for United States.
- SIERRA LEONE—Government recently concluded agreement with largest aluminum company in Switzerland, Aluminium-Industrie-Aktiengesellschaft (AIAG), for supplying bauxite to the company. Sierra Leone to furnish 100,000 to 200,000 metric tons of bauxite annually to company's subsidiary, Sierra Leone Ore & Metal Co. in Freetown, which will ship the material to Switzerland. AIAG is to construct extensive mining, road, and harbor installations at bauxite fields in Southwest Province.
- SOUTH AFRICA, REPUBLIC OF—Gold and foreign exchange reserves rose to new high of $480.1 million (342.9 million rands) on April 6.

  U.S. firm, Tokheim Corp., through its Swiss subsidiary, Tokheim International, will manufacture service station pumps under an agreement with C. J. Fuchs, Ltd.

  Pinok Fridor S.A. (Pty.), Ltd., new subsidiary of Australian Pinok group, will begin assembly of household appliances this year in East London.

  General Bronze Corp., New York, has licensed Frederick Sage (A. A.), Ltd., Cape Town, to manufacture its full range of designs.
- SPAIN—Union Electrica Madrilena has requested governmental authorization for immediate construction of a 60,000-kw. boiling water, natural circulation, enriched uranium nuclear powerplant on Tagus River some 45 miles east of Madrid, near existing Zorita dam.
- SWITZERLAND—Paper production and consumption reportedly attained record levels in 1961. Total of 510,000 metric tons of paper were produced, 8,000 metric tons exported, and 58,000 metric tons imported. Average paper consumption of 102 kilos per unit of population, compares with 48 kilos a decade ago.
- UNITED KINGDOM—Bank rate was reduced by one-half percent to 4.5% on April 26, for third one-half percent cut in 7 weeks. Move reflects continued strength of sterling and should further discourage inflow of short-term capital funds attracted by high interest rates on London market. Recent reductions in rate have somewhat eased credit squeeze dating from middle of last summer.
- URUGUAY—Country has positive trade balance of slightly less than $1 million at end first quarter 1962, according to unofficial trade data. Exports total $45.7 million, imports $44.7 million. Wool and wool products once again are leading exports, while meat and meat byproducts drop to third place behind industrialized nonlivestock agricultural products.
- VIET-NAM—Government reaffirms 25 piaster per dollar defense surtax (imposed in January) on all external commercial transactions as well as all external financial or invisible transactions. Transactions not utilizing foreign exchange (e.g., barter transactions) not subject to new tax.

  ESSO, Shell, and Viet-Nam Government sign contract for construction by 1965 of $16 million, 22,000 barrel-a-day oil refinery, employing about 200 and saving an estimated $2¾ million in foreign exchange annually.

  Saigon Public Transportation recently put into circulation 105 new American-made buses purchased at cost of $1 million.

  Imports of ink, with certain exceptions, are banned, to protect local industry already producing beyond domestic requirements. Only ink used for metals, textiles, plastic, in ballpoint pens, and duplicating machines will be authorized for import.

  Work on 300,000-metric-ton Ha Tien Cement Works reported on schedule and to be completed in first half 1963. Plant will satisfy 90% of domestic requirements.

Exchange Control Rules Liberalized by Ethiopia

ASMARA—New exchange control regulations on transfers abroad are expected to have far-reaching effects on the foreign business community and foreign residents of Ethiopia, the U.S. Consulate reports.

The specific regulations, which became effective April 2, are as follows:

(1) Up to 35% of annual taxable earned income may be transferred abroad by foreign nationals in contractual service with the Ethiopian Government or an autonomous government organization, where the contract specifically allows remission abroad of a percentage of salary.

(2) The same amount may be remitted abroad by foreign nationals as under (1) above whose contracts do not specifically provide for remission of salary abroad, who have resided in Ethiopia for **less than 6 years.**

(The 6-year residence limit is new; previously, length of residence in Ethiopia was not a factor in allowing foreign transfers. The amount which can be transferred has been raised from 30% to 35%.)

(3) The same amount may be remitted abroad by foreign nationals employed in commerce, industry, or the professions, or who have arrived on a tourist or business visa and subsequently found such employment, provided they have resided in Ethiopia **less than 6 years.**

(Here again, the 6-year residence limit is new and the transferable amount has been raised from 30% to 35%.)

Other regulations promulgated on April 2 set new amounts which may be obtained by residents of Ethiopia for business and holiday travel.

The amounts are:

- For holiday travel: adults over 16, $420 (Eth.$1,050) a year; minors under 16, $284 (Eth.$735) a year.
- For business travel: $40 (Eth.$100) a day for no longer than 6 weeks in any calendar year.

Foreign exchange applications for business travel must be supported by full documentation.

Amounts not used may be carried over for not more than 3 years.

In the above cases, lesser amounts may be authorized.

Foreign nationals resident in Ethiopia must, as before, meet expenses for maintenance of dependents, education of children, medical expenses, and premiums on insurance policies taken out before April 2, out of their 35% allowance.

Others (Ethiopian citizens and foreigners resident for more than 6 years) may be authorized exchange for such purpose, which must be fully documented.

(This appears to mean that insurance policies now must be purchased in Ethiopia with premiums payable in Ethiopian dollars, while policies already in effect will still be payable in foreign currencies.)

In another action effective April 2, the requirement for a prior deposit with the State Bank covering the cost of imports, proved by pro forma invoices, has been removed.

Provided that foreign exchange is made available, on the basis of an application accompanied by pro forma invoice, goods may be imported without the necessity of tying up importers' capital in deposits.

Based on past experience, the State Bank probably will provide foreign exchange rather liberally, but retains control over imports as in the past.

Ivory Coast Establishes Import Values

ABIDJAN—The Republic of Ivory Coast has announced the values of imports from nonfranc zone sources programmed for the first 6 months of 1962.

Total foreign exchange allotted for purchases from the European Common Market (excluding France) is about $2.15 million (538 million CFA francs); exchange available for the rest of the world is set at about $3.05 million (765 million CFA francs).

Categories of goods for which the largest import quotas for nonfranc zone and non-EEC products have been set in the program are foods, beverages and tobacco (about $670,000), household articles, tools, and knives (about $650,000), and machinery and electrical equipment (roughly $610,000).

Copies of the new import program may be borrowed from the Africa Division, Bureau of International Programs, Department of Commerce, Wash. 25, DC.

U.K. Imposes Capital Gains Tax

The first capital gains tax ever introduced in the United Kingdom went into effect on April 10.

The levy, with certain exceptions, applies to gains which result in the acquisition and disposal of stocks, shares, securities, land including buildings, commodities, and other properties.

Land will be taxed, if the period between acquisition and disposal is 3 years or less.

The period for stocks and shares is to be 6 months or less.

Among other tax changes of major importance are the following:

Reductions in the purchase tax with the top rate reduced from 55% to 45% (includes cars, TV sets, phonograph records, and cosmetics); 27.5% rate reduced to 25% (including electrical appliances, cameras, toys, sporting equipment); the 13.5% and 5.5% rates have been consolidated at one rate of 10%.

This action lowers the rates on such items as floor coverings and cutlery, but increases the rate on furniture and wearing apparel.

Confectionery, soft drinks, and ice cream, previously untaxed, will be taxed at a rate of 15%.

The 10% surcharge on certain customs and excise duties, which was imposed last July, was abolished, effective April 10. However, the duties on most of the items subject to the surcharge—tobacco, spirits, and oils—will be consolidated at the present level, so that in reality there will be little change.

Imposition of the capital gains tax was announced by the Chancellor of the Exchequer in his annual budget speech to the House of Commons.

The budget itself has been characterized as a "neutral" budget, and it is evident that the Government has decided that at this stage it should neither add to nor withdraw purchasing power.

Brazil Announces Change In Tariff Conversion Rate

The Brazilian exchange rate for converting currency values into cruzeiros, for the purpose of assessing ad valorem duty rates on imports into Brazil, has been changed for April to 316.75 cruzeiros to the U.S. dollar or its equivalent.

The previous rate, established March 1, was 317.06 cruzeiros to the U.S. dollar.

Austrian Parliament Expected To Pass Antidumping Bill

VIENNA—The Austrian Cabinet has approved an antidumping bill which Parliament is expected to pass without important change, according to the U.S. Embassy.

The bill would establish two prerequisites for the initiation of an antidumping action—a commodity must be offered for sale at a price below its normal value; and its sale at such a price must thereby cause, or threaten to cause, damage to domestic production.

In defining "dumping" imports, the bill follows the principles laid down in the General Agreement on Tariffs and Trade (GATT).

Antidumping actions could only be applied in connection with goods liberalized for import into Austria and would have to be initiated by the Cabinet.

Advisory Council

A special Council will advise the Cabinet whether or not dumping imports of a commodity actually cause damage to Austria's economy.

Enforcement of antidumping procedures will be entrusted to the Ministry of Finance which also will assess and collect countervailing taxes.

The law, if passed, would expire by its terms on December 31, 1964. During its validity, Section 4 of the Customs Tariff Law—the antidumping provision currently in force—would be suspended.

No proceedings have ever been taken under Section 4.

An unofficial English translation of the bill as submitted to Parliament is available for reference in the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington, D.C.

European Investment Bank Finances Projects in EEC

The European Investment Bank (EIB), set up by the Rome Treaty to supply new development projects in the European Economic Community with necessary financing, has contributed to the achievement of major economic gains in such less-developed areas as Southern Italy and Southwestern France.

The Bank, capitalized at $1 billion, is a nonprofit supranational institution which does not compete directly with private long-term credit institutions, but rather steps in where private financial resources are not available in sufficient quantity.

Each of the 6 EEC countries has subscribed as follows: Germany, $300 million; France, $300 million; Italy, $240 million; Belgium, $86.5 million; the Netherlands, $71.5 million; Luxembourg, $2 million.

In addition to paid-in capital ($250 million) and earnings, the EIB has supplemented its resources by issuing bonds in the Netherlands and in Italy amounting to about $45 million.

EIB has issued these debenture loans because of the rapid development of its credit operations.

Flotations are to supply the Bank with the greater part of its working capital, as the capital advanced by the treasuries of member states, which allowed the Bank to make a start, becomes inadequate for the scope of its operation.

Of the 22 loans the EIB has made, totaling over $160 million, some 55% have been given to Italy.

One of the larger loans—$24 million—was for construction of an integrated iron and steel works near the port of Taranto.

The plant, with an annual production of 2 million tons of steel, was built by the Ilva-Alti Forni e Acciaierie d'Italia Co.

The High Authority of the European Coal and Steel Community also took part in that financing operation.

Loans by the EIB are limited to between a quarter and a fifth of total costs of projects assisted.

The remainder must be covered by other resources, such as the borrower's own funds, credit from other financial institutions, or direct recourse to capital markets.

Non-EEC Countries Can Get Aid

Although the Investment Bank's operations normally are limited to projects within the European territories of the 6 member states, EIB may give loans for investment projects outside the Common Market countries proper if such projects are of common interest to several member states and if authorized unanimously by the 6 EEC Finance Ministers.

Under this provision, the EIB has been authorized to lend $50 million to Greece with a proviso increasing the upper limit to $125 million after the Association Treaty with that country takes effect.

Similar financial aid could possibly be given to other countries.

The role of the EIB in extending aid to the Associated Overseas Countries in Africa is now under discussion, in connection with negotiations between these countries and the EEC for renewal of the Association Convention.

Proposals have been made in some quarters that the EIB might administer a special institution or fund empowered to give loans in such associated overseas areas repayable in local currency.

Whether or not the EIB expands its operations into overseas territories, it is anticipated that the activities of the Bank, even if limited only to EEC countries, will keep expanding.

Yugoslavia Issues Export Control List

BELGRADE—Yugoslavia has issued the list of goods for which export licenses will be required in 1962.

The list includes goods which are still in short enough supply on the domestic market to require some measure of government control, the U.S. Embassy reports.

All exporting organizations are required to secure export licenses for these products before entering into contracts for their export. The items are:

Scrap iron; waste iron; old cast iron; white and grey pig iron; rods; raw steel; sheets and waste; welded tubing; ferromolybdenum; calcium molybdite; molybdenum concentrate; ferrowolfram; selenum; electrolytic copper; crude zinc; waste and scrap of nonferrous metals and alloys, aluminum in ingots; asbestos glass; all kinds of commercial fertilizers; blue vitriol; waste paper; rotopaper;

Wool yarn; small raw skins; electrolytic sodium hydroxide; dressed calfskin; all kinds of flour, fat, butter, lard, tallow, edible oil, powdered milk, powdered blood, bone and meat powder, concentrated and combined animal feed, bran, sugar, cut sugar beet, oil cakes except those obtained from processing imported flax seeds, and poppy, ricinus, and cotton cakes; roundwood; pit wood;

Firewood of coniferous trees; chestnut and oak; cellulose coniferous trees; tannic, chestnut, and oak woods; technical logs of all kinds; wheat; rye; barley; hybrid corn seed; flaxseed; soy beans; oil turnip; sunflowers; oats; hemp seed; high grades of calves and veal up to 120 kg. in weight; mixed grades up to 90 kg. in weight; crude ham.

Income Tax Law Revised By Salvadoran Decree

The Salvador income tax law has been further revised with changes to article 6, dealing with the determination of income of a company, personal income of the stockholder or partner, and income from company sources which is to be included as taxable personal income.

Date for submission of calendar year 1961 income tax returns was extended 1 month, to April 30; payment of income tax remains May 30.

EEC Implements Anticartel Regulations

The Commission of the European Economic Community (EEC) has issued implementing directives to the recently authorized anticartel regulations which were to be made effective the latter part of April.

The directives provide instructions for a firm or group of firms to apply to the Commission for clearance under the antitrust regulations.

The directives also regulate the form to be used by firms in registering new agreements.

Applications may be made by any one of the firms in a particular group of enterprises or by an appointed representative, provided the action is taken with the knowledge and consent of all firms involved.

Seven copies of the applications, notifications, and enclosures must be submitted to the Commission in one of the official languages of the Community.

Complete information on the organization and practices of the firms, as well as the reasons advanced to justify the clearance which the firm or group of firms is seeking, must be submitted on printed forms as an appendix to the application.

As soon as official texts of directives are available, announcement will be made in FOREIGN COMMERCE WEEKLY.

French Voltage Changeover Affects Electrical Imports

France will prohibit the sale and installation after January 1, 1963, of all electric heating equipment and household appliances which cannot operate on 3-phase 220/380-volt alternating current or cannot be easily converted (by changing connections without dismantling) to operate on such current, according to a recent decree.

The Government also will prohibit, as of that date, the sale and installation of water heaters, certain stoves and radiators, hot plates, ranges, waffle makers, and shavers which cannot be converted in the same manner or will not function without conversion on single-phase 220-volt alternating current.

The same decree forbid the manufacture for the French market, effective April 15, of these items unless they satisfy the above-stipulated conditions.

The new regulations, which are in line with the changeover from 110 to 220 and 220/380 volts gradually taking place in France, supplement an earlier decree prohibiting manufacture, sale, and installation of radio and television sets, record players, pickups, sound recording and reproduction equipment, and amplifiers not easily adaptable to 220 volts (FCW, Oct. 23, 1961, p. 31).

Original French text of Decree No. 62-408 may be obtained from the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Nigeria Increases Duties On Nonessential Imports

Import duties in Nigeria have been raised on a number of items classed as nonessential consumer goods.

This action is intended to increase revenues available to the Government.

The new import duties, with old rates in parentheses, are as follows:

Meat, fish, poultry, fruits, jams, preserves, squashes, coffee, teas, 50% ad valorem (20% ad valorem); edible fats, 17½¢ lb. (14¢ lb.); potable spirits, $29.40 gal. ($19.60 gal.);

Beer, $1.34 gal. ($1.01 gal.); wines, sparkling, $20.16 gal. ($15.12 gal.); wines, still, $6.72 gal. ($5.04 gal.); nonalcoholic beverages, 50% ad valorem (20% ad valorem);

All textile piece goods (except velvet and similar fabric whose duty increases range from half for cheaper types to double for more costly), 33⅓% ad valorem (25% ad valorem); motor tires and tubes, 33⅓% ad valorem (20% ad valorem);

Household glassware, pottery, mats, carpets, 33⅓% ad valorem (20% ad valorem); blankets, linen towels, and other household textiles; jewelry, 75% ad valorem (33⅓% ad valorem);

Passenger cars, 25% to 75% ad valorem, based on size of car, (20% ad valorem); commercial vehicles and spare parts, 25% ad valorem (20% ad valorem); radio and television sets, 33⅓% ad valorem (no duty on sets under value $25.20; otherwise, 20% ad valorem);

Electrical appliances, 33⅓% ad valorem (20% ad valorem); portable lamps, mattresses, travel goods, watches, clocks, etc., 33⅓% ad valorem (20% ad valorem); wooden furniture, gramaphones, records, 50% ad valorem (33⅓% ad valorem);

Cameras, photographic equipment, 66⅔% ad valorem (33⅓% ad valorem); matches, $2.66 per gross boxes ($1.75 per gross boxes); typewriters and other office machinery, 25% ad valorem (20% ad valorem).

Denmark Excludes Products From New EFTA Tariff Cut

The Danish Ministry of Finance, in announcing the new EFTA tariff reduction of 10%, which became effective March 1, excluded a wide range of products from the benefits of the reduction.

This list of products includes:

Animal and vegetable oils, confectionery, paints and varnishes, sensitized paper, certain rubber products including rubber transmission belts, leather and certain leather products, certain paper products including carbon paper.

Certain metal products, tools, equipment of various kinds, outboard motors under 80 cc., refrigerators not over 200 liters, electric household appliances, loud speakers, and specified electronic apparatus.

Information on individual commodities which receive only a 30% tariff advantage when imported from EFTA countries may be obtained from the Department's Field Offices or the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

The first EFTA internal tariff cut of 20% was made on July 1, 1960, and the second reduction, of 10%, was put into effect July 1, 1961.

The new 10% cut—bringing the total to 40%—was effective in Denmark and Sweden on March 1, and is to become effective in Norway on September 1.

Shipping Paperwork Clarified by Tunisia

TUNIS—Tunisian customs clearance does not require a consular visa on shipping documents, the U.S. Embassy reports.

To clear up misunderstandings in trading circles, Tunisian authorities have confirmed that the only required documents are the usual bill of lading and commercial invoice.

Packing lists are recommended to prevent delays, particularly when the shipment consists of different articles.

Goods of American origin may enter without a certificate of origin, but in contested customs rulings, appeals and claims, the certificate may be required.

In such cases the certificate of origin should normally be visaed by the Tunisian consular offices in the United States, although a chamber of commerce or customhouse visa is acceptable.

Bills of lading are acceptable as issued by American shipping companies.

See the Commerce Department publication, Preparing Shipments to Tunisia, World Trade Information Service report, part 2, No. 58-64.

Pakistan Will Try Export Credit Guarantee Scheme

The Government of Pakistan has instituted an export credit guarantee scheme for a trial period of 3 years.

The object of the program is to encourage the export trade of Pakistan by having the Government underwrite financial risks involved in the export trade that are not covered by the usual insurance policies.

All exports except those of raw jute, jute manufactures, and raw wool and those commodities where payment is due before exportation or against confirmed irrevocable letters of credits will be insured.

If the plan works smoothly, the Government may later consider broadening the coverage offered to include those items now excluded.

The Pakistan Insurance Corp., a Government-sponsored agency, has been authorized to implement the program under the direction of the Central Government.

Among the risks to be covered are:

Insolvency of the buyer;

Failure of the buyer to fulfill the terms of the contract;

Changes in the regulations or laws of the country of the buyer which causes loss to the exporter;

Loss due to war or revolution.

The percentage of loss payable under the program will be 75% in the case of commercial risks and 85% for political risks, the balance being taken up by the exporter.

The program became effective March 27.

Import Products Added To Icelandic Free List

REYKJAVIK—Iceland has added a number of items to the list of imports for which licenses will be granted freely, the U.S. Embassy reports.

Previously these categories of imports were under global quotas or were limited entirely to imports from countries with which Iceland has bilateral trade agreements:

Decorative articles made of skin and leather, wood, paper and paperboard, pottery, porcelain, glass and base metals; wooden tiles (panels and blocks) for parquet flooring, also of other materials except cork; skis and ski poles;

Granite and marble plates, plain or polished; articles of gold, silver, and platinum; chrome-plated steel sheets, less than 3 mm. thick, rust and acid proof; bowls, molded, for zinc making; kitchen sinks.

France Simplifies Import Procedure For Samples, Advertising Matter

France has announced a decision to join the 1952 Geneva Convention (to which the United States is a party) on simplification of customs requirements for entry of commercial samples and advertising matter.

Pending enactment of a law, the French Government has put into effect new regulations which provide principally for duty-free importation of small commercial samples and of certain advertising material, as well as for temporary duty-free admission of other commercial samples and advertising films.

Samples of Little Value

Samples of negligible value, used only for soliciting orders for goods of the kind represented by such samples, are exempt from customs duties and taxes.

In general, the following samples enter into this category: Raw materials, yarns, fabrics, paper, wood, metal, stones, construction materials, certain hardware items, certain notions, and samples of wearing apparel provided they are made useless by marking, tearing, perforation, or other methods.

The duty and tax-free treatment also is extended to samples of other commodities if the value of each individual sample in an assortment does not exceed 5 new francs (about $1).

Assortments of nonconsumable samples, however, may not include more than one item of each type or design.

If samples are sent from abroad to a consumer in France, the 5-franc limit applies to the aggregate value of the assortment.

Advertising Material

Catalogs, pricelists, and trade notices relating to goods offered for sale or hire, or to transport or commercial insurance services offered, are entitled to duty-free and tax-free entry provided that:

The name of the manufacturer or seller of goods or services is shown in an apparent manner on such printed material; each shipment consists of not more than one document; or if it consists of more than one document, does not include more than one copy of any one document; or irrespective of the number of documents or copies, does not exceed 1 kilogram gross weight (2.2 lb.).

Simultaneous dispatch of a number of shipments to different addresses shall not debar such shipments from the exemption, provided that not more than one shipment is sent to any one consignee.

Other Samples

Temporary duty and tax-free importation is allowed for commercial samples which are representative of a particular

(See Samples, page 848)

South Africa Sets Duty On Paperbacks

PRETORIA—An import duty of 7¢ per book (5 South African cents) on paperback fiction is effective immediately in South Africa.

All imported books previously entered free of duty.

The new duty was announced by the Minister of Finance in presenting the budget for 1962-63.

The Minister further indicated that during the year customs duties also will be increased on a number of other "nonessential" items.

Sales to South Africa of U.S. books and other printed matter were valued at $1,244,860 in 1960, the latest year for which figures are available.

Iran Central Bank Simplifies Foreign Exchange Transaction

TEHRAN—Iranian banks authorized to deal in foreign exchange now will be permitted to carry on their own conversions of foreign exchange in the international market without assistance from the Central Bank, the U.S. Embassy reports.

Heretofore, the Central Bank sold international currencies to commercial banks for a commission and at established fixed rates of exchange.

When the Central Bank's supply of the required currency was not adequate, the Bank converted on the international market whatever other currency it did hold, accepting the profit or loss from such conversion transactions.

Under the new foreign exchange regulations, which represent a simplification of foreign exchange transactions and an improvement in the accounting relationships between commercial banks and the Central Bank, the banks themselves now will gain the profits or suffer the losses arising from the periodic fluctuations in exchange rates on the international market.

Banks may still have the Central Bank make the conversion on the international market, but will be charged the profit or loss, as well as any expenses incidental to the transaction.

Mexico Revises Tariff Classifications; Raises Import Duty on Pens, Pencils

Mexico has established new import tariff classifications for cellulose acetate, ethyl cellulose or methylcellulose, nitrocellulose, carboxymethylcellulose, steel cable, coated wire, and bare copper wire with iron or steel core.

Import duties on ballpoint pens, pencils, automatic pencils, and fountain pens have been increased and the method of levying duties on parts for these items has been revised.

Tariff items affected, their duties, specific in pesos per legal kilogram unless otherwise specified, and percent ad valorem, with former status in parentheses, are as follows (1 peso=US$0.08):

Effective March 14:

501.23.00, salts derived from cellulose, 0.01 and 5% (cancelled).

501.23.02, cellulose acetate in solid state, even if combined with other organic radicals, neither pigmented nor containing coloring matter derived from coal tar, 0.10 and 6% (new classification). 501.23.03, same, pigmented with lamp black or with coloring matter of mineral origin or derived from coal tar, 0.10 and 15% (new).

501.23.04, ethyl cellulose or methylcellulose, 0.10 and 6% (new). 501.23.05, nitrocellulose not in filiform state, with plastic matter added, 0.10 and 6% (new). 501.23.06, carboxymethylcellulose, combined with any metallic base, 0.20 and 6% (new).

Effective March 16:

895.14.07, separate parts for automatic pencils, not ballpoint, called "mechanisms" of ordinary metal even with parts of other material, 3 and 30% (previously dutiable at 50% of the rate corresponding to the pencil). 895.14.10, separate parts for fountain pens, not ballpoint, called nibs, wholly or partly of fine metal, 0.25 per legal gram and 70% (0.25 and 50%).

895.14.12, ballpoint pencils and pens, automatic pencils, fountain pens, and penholders of any material other than fine metal, even with parts of ordinary metal, 6 and 70% (formerly under 895.14.00 through 03, dutiable at 6 and 60%, now canceled). 895.14.13, ballpoint pencils and pens, automatic pencils, fountain pens, and penholders of gold or silver, or plated with these metals, even with parts of other material, and those containing fine metal in any proportion, 0.25 per legal gram and 70% (formerly under 895.14.04 and 05, dutiable at 0.25 and 60%, now canceled).

895.14.14, separate replacement parts for ballpoint pens called "tubos suajadoras," or tubes with smaller diameter at one or both ends, without ink, and without ballpoint, of ordinary metal, 4.50 and 45% (formerly dutiable at 75% of the duty corresponding to the ballpoint pen itself). 895.14.15, separate parts for fountain pens, not ballpoint, called fillers, of any material, 3 and 30% (formerly under 895.14.08, dutiable at 50% of the rate corresponding to the fountain pen, now canceled).

895.14.16, separate parts of fountain pens, not ballpoint, called ink reservoirs, of rubber, 3 and 30% (formerly under 895.14.08, now canceled). 895.14.17, separate parts of ballpoint pencils and pens, automatic pencils, or fountain pens, called tops, of ordinary metal with or without clip, 4.50 and 45% (formerly dutiable at 75% of the rate corresponding to the particular pen or pencil).

895.14.18, separate parts for ballpoint pencils and pens, automatic pencils, or fountain pens, called clips, of ordinary metal, 4.50 and 45% (formerly dutiable at 75% of the rate corresponding to the particular pen or pencil). 895.14.19, separate parts of ballpoint pencils and pens, automatic pencils, or fountain pens, called barrels, of ordinary metal, 4.50 and 45% (formerly dutiable at 75% of the rate corresponding to the particular pencil or pen).

895.14.20, plastic tubes, even with parts of other materials, provided it is proved that the filler and fountain pen point are to be inserted therein, 3 and 30% (formerly dutiable at 75% of the rate corresponding to the fountain pen).

895.14.96, separate parts for ballpoint pencils and pens, automatic pencils, fountain pens and penholders, of any material other than metal, not specified, 0.80 and 80% (formerly dutiable at 75% of the rate corresponding to the particular pen or pencil).

895.14.97, same, of ordinary metal, 4.50 and 70% (formerly dutiable at 75% of the rate corresponding to the particular pen or pencil). 895.14.98, same, of any material with parts of gold or silver, or plated with these metals, 75% of rate corresponding to pen or pencil concerned (canceled). 895.14.99, separate parts for ballpoint pencils and pens, automatic pencils, fountain pens and penholders of gold or silver, or plated with these metals, not specified, 1 per legal gram and 70% (formerly dutiable at 75% of the rate corresponding to the particular pen or pencil).

Effective March 20:

670.02.12, cable of iron or steel, even with nucleus of vegetable fibers, 0.30 per gross kilogram and 25% (new). 670.02.13, wire of iron or steel, tinned, galvanized, coppered or brassed, up to 3 mm. in diameter, 0.10 per gross kilogram and 40% (new).

671.02.04, bare copper wire with core of iron or steel, up to 8 mm. in diameter, 0.10 per gross kilogram and 30%. 671.02.05, same, with diameter over 8 mm., 0.10 per gross kilogram and 5%.

671.02.04 and 05 are new classifications (this wire formerly was under 671.02.01, dutiable at 0.10 per gross kilogram and 30%, now canceled).

France Postpones Easing Watch, Clock Imports

PARIS—France has deferred to July 1 the import liberalization of watches, clocks, movements, and parts originally scheduled for April 1, the U.S. Embassy reports.

Still planned for liberalization on October 1 are battery-operated radios, tubes, transistors, and parts (FCW, Feb. 12, p. 267).

West Berlin Suppliers Get Wider Export Guarantees

Export risk guarantees furnished by the German Government to exporters in West Berlin are being enlarged to cover nondelivery risks not previously covered, the U.S. Mission reports.

The German Government for several years has maintained a program of guarantees for some export risks connected with export shipments from West Berlin.

Up to now the risk of claims by foreign importers arising out of nondelivery by West Berlin suppliers was covered only in cases where a guarantee of other export risks was required.

Under the new policy, the West Berlin exporter may apply for a Federal guarantee of nondelivery risk even when no guarantee for other risks is required or has been obtained.

Lower Premium Payable

In such a case, the West Berlin exporter now will pay a lower premium, as only the risk of nondelivery is to be covered.

In cases where goods are being exported from West Germany, and have been in part manufactured by West Berlin firms, the West Berlin supplier now may also obtain a Government guarantee covering claims of foreign buyers for delay in delivery, if the delay was caused by political circumstances.

Central Africa Rules On Clothing Imports

BANGUI—New regulations have been issued by the Central African Republic affecting imports into that country of secondhand clothing, the U.S. Embassy reports.

Prior authorization must be obtained for all imports of used clothing, regardless of country of origin; this authorization will automatically be granted for imports of secondhand clothing made of wool.

Shipments en route to the Central African Republic under a bill of lading issued prior to February 15, 1962, and lots of used clothing for which import licenses already have been issued or irrevocable bank credits opened are not affected.

Authorization will be granted for future imports of secondhand clothing, other than those of wool, on application by the importer for amounts which, annually, do not exceed the average tonnage of the applicant's imports from 1958 through 1960.

Moroccan Government Establishes National Investment Fund

RABAT—The National Investment Fund has been created by the Moroccan Government in an effort to mobilize national savings and resources for productive investment, the U.S. Embassy reports.

Under this system of forced savings, all business enterprises are to be assessed from 3% to 15% on their profits.

In return for these payments, firms will receive "certificates of payment."

Under provisions of the Fund, these certificates may be redeemed by the firm at their face value.

If the certificates are redeemed, however, an equivalent investment must be made by the firm either in its own business or in another firm, approved by the State.

'Investment' Clarified

Now, for the first time, a definition has been made of the types of construction or development which would qualify as an investment. Among these are new apartments, hotels, utility vehicles of more than 2½ tons, and vehicles for general transport.

Projects which would not be considered as investments are commercial construction, offices, purchase of lands, and office equipment and supplies.

Expenditures for investment which qualify as an "equivalent investment" must be declared by May 1 to the urban tax service in order to serve as the basis for giving a firm the right to redeem deposits made to the Fund.

The "certificates of payment" are nonnegotiable and will carry no interest.

Certificates May Be Transferred

The certificates can be transferred in case of sale or of a closing-down of business provided the National Fund is notified.

After a delay of 3 years, the certificates which are not redeemed will be transformed into shares carrying interest.

Even before expiration of the 3-year delay, the owners may demand the transformation of their certificates into shares, but these shares, carrying guaranteed interest, will be non-negotiable and nonredeemable.

The average interest will be 3% a year.

African Common Market Agreement Now Awaits Formal Ratification

CAIRO—The Economic Committee of the Casablanca Powers—Morocco, Guinea, Ghana, Mali, Egypt, and the provisional government of Algeria—has signed an agreement on establishment of an African Common Market, a development bank, and other intergroup organizations.

Although agreed upon in principle on April 2 at its second session in Cairo, the accord will not become binding until formally ratified by each of the member states, the U.S. Embassy reports.

A permanent body, the African Common Market Council, is to be set up to supervise implementation of the agreement on the proposed Common Market.

The Council's headquarters are to be in Casablanca, but it may meet at other places selected by the members.

Other provisions of the agreement are:

- The Market is to be open to all African states and is to be based on the free exchange of goods and products; free residence, labor, and employment for the exercise of commercial activities; and free transport and transit, and free use of transport facilities, ports, and civil airports.
- Member states agree to establish a customs union; to coordinate their tariffs and customs systems; to adopt a common policy in relation to basic products; and to standardize customs classification methods.
- Each member state, within 5 years from date of validity of the agreement, agrees to abolish all tariffs on its imports from the other member countries through progressive reductions, starting with 25% the first year.

The conference also recommended that the development bank be created with an initial capital of $30 million.

All members would contribute on an equal basis.

Italy Gives Tax Incentives For New Industries

ROME—Tax incentives similar to those already available for South Italy, Trieste, and the Polesine area will be granted for new industrial plants erected within the territory of Monfalcone (about 20 miles northwest of Trieste) and the port of Aussa-Corno (Udine Province) through May 31, 1969.

These incentives include a 10-year exemption from national income tax; duty exemption on imported machinery for new industrial plants; and reduction of the registry tax on property purchases to a nominal level.

The action was take because Monfalcone is situated in a depressed area between the cities of Trieste and Gorizia, both of which already enjoy substantial benefits for industrialization, the U.S. Embassy reports.

Singapore Puts Duty On Paint Imports

The Singapore Government imposed a 20% ad valorem import duty on the following classes of paints from all sources.

Prepared paints, aluminum paints, and enamel paints; varnishes, other than cellulose varnishes and insulating varnishes; distempers and water paints, other than cement based.

This action, which became effective April 1, is in line with the Singapore Government's desire to aid local industries and is the second protective duty imposed by the State.

Specific duties were placed on the import of certain kinds of soap in September 1960.

Singapore also has taxes on the import of petroleum products, tobacco, and liquor. With the exception of these items, Singapore is a free port.

The imposition of duties on paint is not expected to cause much reduction in American paint exports to Singapore, as the quality of the U.S. product makes it very desirable.

Ad Valorem Duty System Clarified by El Salvador

SAN SALVADOR—For purposes of clarification, assessment of ad valorem duties in El Salvador normally is made on the c.i.f. value of the shipment.

An exception is made, however, when the shipment is thought to be insured for an excessive amount.

Whenever 85% of the insured value of the shipment is higher than the c.i.f. value as shown on the commercial invoice, then the duty is assessed on the insured value of the merchandise, the U.S. Embassy reports.

This practice should be noted in the Commerce Department publications, Import Tariff System of El Salvador, World Trade Information Service report, part 2, No. 59-29, and Preparing Shipments to El Salvador, part 2, No. 61-15.

Belgian Government Sets Additional Import Tariff Quotas for 1962

BRUSSELS—Several additions have been made to the list of Belgian tariff quotas for 1962, the U.S. Embassy reports, permitting imports of specified quantities of certain goods duty free or at reduced rates.

Items affected, by Benelux tariff number, description, quota in metric tons for 1962 unless otherwise noted, and the effective ad valorem duty rate, are as follows:

ex28.28GI, vanadium anhydride, 170, free; ex39.01BVIIIa, polyoxymethylenic resins, unlimited, 4%; 39.02BIIIa, polysulfohaloethylenes, unlimited, 4%; ex39.02BVIIIa, copolymers of vinyl chloride and vinylidene chloride comprised of at least 80% vinylidene chloride, unlimited, 4%; ex03.01BIb, tuna fish, fresh, refrigerated, or frozen for the canning industry, 250 tons, free;

07.01AIa, seed potatoes from Oct. 1 to last day of Feb., 600, 5%; 09.02BII, tea in containers of over 3 kg. net, 180, 658 francs per 100 kg. net; and ex16.05A, shrimp and crabs of specified species, cooked, cleaned, or shelled, including frozen, for the canning industry, 1,000, free.

Original Quota

The tariff quota list originally established for 1962 is as follows:

09.01AIa,b, green coffee, 85% of the total imported in 1961, free; 14.02BI, vegetable hair, unlimited, free; 15.04CI, whale oil, unlimited, free; ex29.01DVIb, divinylbenzene, unlimited, free (6 mo.); ex29.13E, oxydopregnenolone, unlimited, free; ex29.14AIIc5cc33, 4 brome, 17 alpha, 21 dihydroxy-3, 11, 20 pregnanetrione- 21 acetate, unlimited, free; ex29.14AIIc5cc33, pregnenolone acetate, unlimited, free; ex29.350II, 4- amino-5- (methoxymethyl)- 2-propyl-pyrimidine, unlimited, 3%;

ex29.41A, acetyl digitoxine, lanatoside C, lanatoside A+B+C, digitoxine, unlimited, free; 29.42CIIa, crude cocaine, unlimited, free; ex33.01AII, nonterpeneless essential oils, other than of citrus, excluding oils of geranium, cloves, niaouli and ylang-ylang, unlimited, free; 38.05A, crude tall oil, unlimited, free; 38.07A, spirits of terpentine, 850, free, (6 mo.); 39.08A, colophony including resinous pitch, 2,000, free, (6 mo.); 45.02B, natural cork cubes, sheets, and strips including those for stoppers, 60, free;

70.19AIa, glass beads, cut and mechanically polished, unlimited, free; 70.19AIIIa, imitation gem stones, cut and mechanically polished, unlimited, free; 71.04 dust and powder of natural and synthetic gem stones, unlimited, free; 73.02C, ferrosilicon, 16,680, free; 73.02EI, ferrochrome. 1.850, free; ex73.02H, ferromolybdenum, 270, free; 73.05A, iron or steel powders, 1,020, free; 73.08AI, iron or steel coils for rerolling, less than 1.5 meters wide, 7,000, 3% (6 mo.);

ex73.15AIVb, wire bars of fine carbon steel, simply hot rolled or extruded, of a diameter between 4.5 and 5.5 mm. and a carbon content by weight of between 0.62 and 0.74%, 2.500, free, (6 mo.); ex73.15AIVb, wire bars of fine carbon steel simply hot rolled or extruded, of a diameter between 4.5 and 13 m.m., containing by weight 0.60 to 1.05% carbon, 0.10 to 0.25% silicon, 0.05 or less of phosphorus and sulfur together, 0.10 or less of all other elements together except for manganese, 200, free, (6 mo.); 76.01BI, aluminum waste, 300, free; 77.01, crude magnesium, 300, free; and 78.01A, crude lead, 5,000, free, (6 mo.).

Spain Restricts Sales Of Real Estate

MADRID—Restrictions have been set on rural real estate purchases in Spain by foreign persons or companies, the U.S. Embassy reports.

Rural property in excess of 10 acres of irrigated land or 49 acres in dry farming areas cannot be acquired by foreigners through purchase or gift, without Cabinet approval.

The same provisions apply to establishment or transmittal of rights on such rural property to foreigners.

These contracts will be considered invalid until inscribed in the Register of Rural Property. Mortis causa acquisitions of rural property by foreigners are not subject to the new restrictions.

Other existing restrictions for certain acres, based on national defense considerations, are left unchanged.

Colombian Exchange Office Needs Import Documents

BOGOTA—A copy of the commercial invoice issued by the shipper, as well as the bill of lading, now must be deposited with Colombia's Office of Exchange Registry for each registered exchange transaction calling for payment of merchandise proceeding from the United States.

These documents will be retained by the Exchange Registry Office, the U.S. Embassy reports.

Where installment payments constitute a single commercial transaction, it is not yet clear whether such payments will be covered by the original presentation of documents or whether documents must be presented at the time of each payment.

These requirements went into effect on April 9.

The changes should be noted in Commerce Department publication, World Trade Information Service report, Licensing and Exchange Controls, Colombia, part 2, No. 59-25.

Guatemala Withdraws Marginal Coffee Land Financial Support

GUATEMALA CITY—The Government of Guatemala has withdrawn official encouragement and financial support for expansion of areas planted to varieties of coffee which are not competitive in the world market because of quality, the U.S. Embassy reports.

In addition, the Order, effective April 5, suspended the issuance of credits by the national banking system for this purpose.

Such credits are to be redirected to finance substitute crops.

This is the first attempt by the Guatemalan Government to control coffee production in an effort to comply with the criteria laid down as conditions for U.S. financing of a coffee stabilization marketing fund (FCW, Jan. 15, cover p. 2).

The decree does not prohibit the use of credits from other sources.

It is conceivable that producers could organize into associations that could themselves generate capital for credit purposes.

Lebanon Prohibits Diesel Imports

BEIRUT—Importation of diesel motor vehicles, engines and cylinders into Lebanon has been prohibited by a decree superseding earlier restrictions and registration requirements, the U.S. Embassy reports.

Exempted from the ban are:

(a) Vehicles serving as substitutes for the Interior Security Forces' vehicles in which engines cannot be replaced by gasoline engines.

(b) Trucks used exclusively for freight transportation between Lebanon and another country, provided such trucks are equipped by the factory itself with diesel engines.

(c) Transcontinental vehicles and private passenger cars temporarily imported under bond.

(d) Tank-trucks supplying fuel to aircraft within the boundaries of the airport.

(e) Dump-fork-lift motor trucks and similar vehicles.

(f) Gasoline-propelled vehicles equipped with diesel-driven winches, asphalt melters, cement mixers, artesian well drillers and similar machinery.

(g) Diesel engines and cylinders for trucks intended for transportation between Lebanon and another country.

Japan Decreases Prices On Luxury Commodities

One of the provisions of the Government-approved comprehensive 11-point program, designed to stabilize prices in Japan, is to persuade producers and merchants to lower consumer prices to the extent that indirect taxes were reduced on April 1.

In conformance with the commodity tax reduction, prices on luxury items were cut by about 5% effective on April 1.

The Ministry of International Trade and Industry had instructed retail store owners to list the reduced prices in their shops to insure their cooperation with the Government's efforts to stabilize commodity prices.

Representative prices which were effected included those on wristwatches in the price range from about $15 to $19 (5,500 to 6,900 yen), which were cut by about 83¢ (300 yen) or 5%; prices on 35-mm. standard cameras were cut by about $3 (1,000 yen), or 5%; refrigerators by about $6 (2,000 yen) or 4%; and room coolers by about $22 (8,000 yen), or 5%.

The prices on phonograph records and golf balls are to be cut beginning in May, radios in October, and refrigerators in November.

The total reduction for commodity taxes, amounting to $56 million (20,000 million yen), is intended to influence prices at retail stores.

Dahomey's Investment Code Offers Guarantees, Preferential Plans

COTONOU—Dahomey has enacted a new investment code which guarantees certain basic rights for all private investment and provides 3 preferential plans for investments contributing to the country's national development, the U.S. Embassy reports.

Basic Guarantees

Under the new legislation, all investment, now and in the future, is assured of the following:

- Equitable compensation in case of expropriation;
- Nondiscrimination in law between foreigners and Dahomeans;
- Free transferability of all earnings regularly entered in the firm's books and of capital in case of closure or cessation of operations;
- Maintenance at least until Dec. 31, 1975, of the regulations of the General Tax Code on exemptions for invested earnings.

Preferential Regimes

Preferential regimes provided for in the investment code may be granted to new undertakings in the fields of industry, agriculture, mining aid, and in some cases, commerce when it is determined they are priority projects.

Provision also is made for preferential treatment to established firms which undertake expansion or conversion.

Factors to be taken into account in considering requests for preferential status are the degree to which the project fits into the national development plan, employment created, contribution made toward improving Dahomey's balance of trade, and size of the investment.

Plan A, the first of the 3 fiscal regimes, is intended for small and medium-sized investments, and is granted for a maximum period of 5 years.

The principal advantages under this plan are exemption from import duties and taxes on materials necessary for the manufacture, processing, or packaging of the proposed product, reduction of export duties on the product, and, in some cases, exemption from the consumption tax on locally purchased materials.

Plan B, for larger projects, may be effected for a maximum of 8 years and includes, in addition to the benefits of Plan A, exemption during the first 5 years of operation from the tax on industrial and commercial earnings, license taxes, and land and forest taxes.

Plan C is intended for very large enterprises which enter into an Agreement of Establishment with the Government; such an agreement may cover a period as long as 25 years.

The advantages of Plan C include those of Plans A and B, plus guaranteed marketing stabilization for products; free movement of labor and free choice of suppliers; and guaranteed use of water resources and of transport and shipping facilities.

Preferential status under Plans A and B is granted by Cabinet decree, and under Plan C by law upon recommendation of a governmental Investment Committee.

The new investment code provides for a good deal of flexibility in granting investment incentives. In addition to the benefits outlined, priority investments also may be given preference in obtaining foreign exchange and import quotas, may receive tariff protection against competing imports, and will be given preference in governmental and military buying if quality and price are equal to those of products from other sources.

Mali Enacts First Investment Law

BAMAKO—The Republic of Mali's first investment code offers fiscal advantages to industrial projects only, not purely commercial enterprises, which will contribute to the country's economic development, the U.S. Embassy reports.

Industrial concerns either operating in Mali or planning to start projects contributing to the country's economic development may negotiate with the Government for one of two fiscal regimes—common status (regime commun), or special status (regime particulier).

Principal benefits to firms under the common status are:

- A guaranty or free transferability of the company's net profits from Mali;
- Complete or partial guaranty against increases in tax rates during the period of the agreement;
- Possible tax and customs relief for a period not to exceed 5 years;
- Possible Government guaranty as to bank credit and price and conditions of sale of the company's product.

The duration of an agreement granting common status may be as long as 15 years; after that time the firm becomes subject to financial regulations applicable to nonprivileged companies.

Under terms of an agreement conferring special status, an enterprise enjoys the following privileges:

- The right to transfer its total investment plus annual profits at a rate negotiated between the enterprise and the Government;
- Guaranties as to bank credit, price, and condition of sale of the company's product;
- Provision of a factory site at no cost to the firm;
- Total or partial tax and customs relief;
- A "no-strike" pledge guaranteed by both the Malian Trade Union (UNTM) and the Labor Office.

Duration of a special status agreement is limited to the time necessary to repatriate the total capital investment plus the agreed-upon profits.

On termination of the agreement, the Government of Mali will automatically assume full ownership of the enterprise.

U.S. Export Opportunities Include Machine Tools, Steel Pipe, Tires

Several foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the closing date on which bids will be accepted.

Bidding instructions, specifications, and other pertinent data are available on loan to firms domiciled in the United States, from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Australia

Electron tubes, various sizes, types, quantities; schedule C.8920, June 19; covers requirements for 2-year period ending Sept. 30, 1964. Controller, Stores & Contracts, Postmaster-General's Dept., 114 Russell St., Melbourne, C.1.★

Ceylon

Fortified rosin, size 190 long tons; May 29. Eastern Paper Mills Corp., P.O. Box 1367, Colombo 7.★

Aluminum sulfate for sizing, 225 tons; for water treatment, 90 tons; June 5.

Bleached **woodpulp sulfate,** 500 long tons; unbleached **kraft pulp,** 300 long tons; May 29.

Chairman, Eastern Paper Mills Corp., 6 Albert Crescent, Colombo 7.★

Ghana

Pressure filters, 10, up to 8 ft. diam. complete, capacity 5,000 gph., working pressure 300 ft. head; probably June 15. Forms, specifications available from Ghana Supply Commission, Box M. 35, Accra, for about $5.66 (G£2).

Greece

Electric light bulbs, 155,000 various types, sizes, estimated value $16,700; tender B/166, May 17. State Purchases Directorate B′, 50 Socratous St., Athens.★

Air gap **lightning arrestors,** 8,000 high tension 2,000 v.; gas-filled **lightning arrestors,** 11,000 low tension; tubular type **fuses,** 116,000 (3 amp., 0.3 amp.), estimated value $14,000; tender 5907, May 22. Greek Telecommunications Organization (OTE), 4 Sophocleous St., Athens.★

Flexible **plastic pipes,** 20,000 m., various sizes; single, double **couplings,** 4,400, estimated value $25,000; May 29. Water Supply Organization of Thessaloniki, 72 Alexander the Great St., Thessaloniki.★

Complete system of **tipping buckets;** complete design of 120-ton self-propelled **ash barge,** tipping buckets type, estimated value $35,000; tender DEPM/1210, May 29. Public Power Corp. (PPC), Athens-Piraeus Div., 4 Korai St., Athens.★

Electronic tubes, 106; tender 50611/5/62, May 15. Greek Navy General Staff, 2 Paparrigopoulou St., Athens.★

Seamless steel pipes for water wells, threaded with steel couplings, 25,500 m., nominal diam. 6, 8, 10 in.; 200 m. **steel pipes** for core drills, estimated value $200,000; tender 209, May 28. Ministry of Agriculture, Land Reclamation Service, 60 Kolokotroni St., Athens.★

Direct process B. & W. **printing paper:** 70,000 sq. m. diazopaper, 2,000 sq. m. diazotransparent paper, 500 sq. m. transparent cloth paper, all in rolls; diazotype **developing powder** in 1 l. tubes; estimated value $12,000; tender DGY-637, May 30.

Branch link **disconnecting boxes,** 200, estimated value $13,000; tender DMKD-261, May 31.

Punched cards for mechanographic system, 12 million, estimated value $15,000; tender DOY-20, June 5.

Secondary distribution cable, 222,950 m., various colors, estimated value $146,000; tender DED-418/419, June 7.

Public Power Corp. (PPC), 30 Chalkokondyli St., Athens.★

Outlet hose pipes of cotton, linen, or hess with inner coating of light type rubber; high pressure **outlet rubber pipes** of rubber and linen or cotton cloth, estimated value $7,500; tender B/207, May 24. State Purchases Directorate B′, 50 Socratous St., Athens.★

Watering trucks; 3 **diesel engine trucks,** 2 for watering and washing roads, 1 for transportation and distribution of drinkable water; May 26. Patras Municipality, Procurement Dept., Patras.★

Steel friction props, telescoping type, 500, and 100 pairs **setting wedges,** estimated value $16,000; tender YL-LA-1022, May 29. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens.★

Stainless-steel binding tape for outdoor use, 40,000 m., 40,000 **steel seals,** estimated value $10,000; tender PAP-349, May 31. Public Power Corp. (PPC), 4 Korai St., Athens.★

India

Electrical deck auxiliaries, including anchor windlass, mooring and cargo winches, for 12,300 d.w.t. oceangoing vessel; tender CSP/A/13608/AC.155, May 21. Tender forms and technical specifications available from Deputy Controller of Stores, M/s, Hindustan Shipyard, Ltd., P.O. Gandhigram, Visakhapatnam 5, for $3.15 (15 rupees).

Machine tools, including vertical boring mills 64 in. swing, 120 in. swing, 15 ft. swing; horizontal boring, drilling, milling machines, 5 in. diam. spindle, rail mounted, 10 ft. travel; double spindle 5 in. and 8 in. diam., rail mounted, 26 ft. travel; special double horizontal, rail mounted, boring, drilling, milling machine for 5 in. diam. spindles; special bridge type planing machine; gear shaper, internal and external spur; horizontal shaper, 24 in. stroke; tender WP5/Bulk Indents Vehicles Factory/III, 1 p.m. June 7. Tender papers available from India Supply Mission, 2536 Mass. Ave., NW, Washington 8, D.C., for $2.10 a set, not refundable, ref. D/ENQ/446.

Insulators, 75,000 for 25 kv. traction overhead equipment; tender Stores/Elec/62/Gr.10-21/51, July 9. Tender documents available from General Manager & Chief Engineer, Indian Railways, Railway Electrification, 232 Acharyya Jagadish Bose Rd., Calcutta 20, for about $1.68 (8 rupees) a set.★

Iran

Brass rolling mill parts, including 13 puncture drifts, 13 matrix supports, 19 draw matrix; June 2. Iranian Army Armaments Dept. (Edareh Taslihate Artesh), Tehran. Specifications in German and English, blueprints in Czech.★

Iraq

Raw materials, equipment, including various kinds of leather, rubber sheets, nails, needles, brushes for shoe factory in Kufa. Prices to be quoted C & F Basra; bidders should specify how long quota-

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

tions will remain valid; samples desired; bid deadline not indicated. Director General & Chairman, Board of Administration, Government Purchasing Board, Baghdad. List of materials.★

Ditch trencher; tender 88/62, May 30.

Tires, tubes for cargo-handling, road-making equipment; tender 93/62, June 20.

High tension **electrical materials** for electrification of villages of Abul Khasib area, Basra Province; tender 94/62, May 30.

Low tension **electrical materials** for Basra distribution network; tender 95/62, May 23.

Terms and specifications available from Iraqi Ports Administration, Basra, for $2.80 (1 dinar) a copy.★

Packaging materials, 6,000 boxes, 120,000 cartons, 15,000 waxed wrapping; tender Prod. 1/5, June 11.

Bootmaking materials, including tacks, nails, rivets; samples required; tender Prod. 2/2, June 11.

Bootmaking, nails, iron tips; samples required; tender Prod. 2/3, June 13.

Shoemaking materials, including 15,000 pairs each of black rubber lifts and rubber soles in various sizes, 9,000 pairs black laces, 9,000 pairs black rubber heels; samples required; tender Prod. 2/4, June 13.

Thread, various types for use in bootmaking, 5,000 kilos; samples required; tender Prod. 2/5, June 18.

Director, Contracts & Purchases, Ministry of Defense, Baghdad.★

Meters, strainers, air eliminators; tender TAWZEE/14/1962, July 16. Specifications and conditions available from Director General, Distribution of Oil Products Administration, Ministry of Oil, Baghdad, for $5.60 (2 dinars) a copy. Bidders must deposit 7% for first 1,000 dinars and 5% for balance of total price.

Cellulose paint thinner, synthetic paints in following Imperial gal. quantities: 200 thinner, 4,000 dark gray, 500 cream, 600 brilliant green; June 3. Director General, Iraqi Republican Railways, Baghdad.★

Cardboard cartons, 30,000; tender 9 of 1962, bid deadline not indicated. Specifications and conditions available from Director General, Dairy Administration, Baghdad, for $2.80 (1 dinar).

Transformers, 225, as follows: 50 200 kv.-a., tender 30, May 19; 100 100 kv.-a., tender 31, May 26; 50 50 kv.-a., tender 32, June 2; 25 25 kv.-a., tender 33, June 9. General conditions and specifications available from Directorate General, Planning & Design, Ministry of Municipalities, Baghdad, for $8.40 (3 dinars) per copy for each tender.

Waterproofed green **tarpaulin canvas,** 3,000 yd.; tender 96/62, May 16. Terms and specifications available from Iraqi Ports Administration, Basra or Baghdad, for $2.80 (1 dinar) for two copies.

Survey instruments: 10 each of theodolites, levels, survey tables 18 x 24 and 24 x 28; tender 6, May 19. Terms and specifications available from Accounts Sec., Directorate General of Municipalities, Baghdad, for $0.40 (500 fils) for each two copies. Bidders required to submit cash deposit of 7% of first 1,000 dinars of price quoted and 5% of remainder of price offered with bids, or bank guarantee for same amount.

Aluminized asbestos **fire protection clothing,** 20 suits complete; tender 97/62, May 30. Iraqi Ports Administration, Basra or Baghdad, for $2.80 (1 dinar) for two copies.

Supply and erection of elevated **service (water) tank** with capacity of 250,000 imperial gal. for Nassiriyah Municipal Water Supply System; tender 35, May 26. General conditions and specifications available from Directorate General, Planning & Design, Ministry of Municipalities, Baghdad, for $8.40 (3 dinars) for each two copies.

New Trade Lists Pinpoint Instrument Export Market

U.S. manufacturers of instruments and related equipment will find potential markets in 10 countries pinpointed for them in a new Trade List series entitled "Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers."

The series, which replaces a series dealing only with professional and scientific instruments, supplies information and market data on instrument manufacturers and potential buyers of equipment, parts, and supplies used by the industry.

The 10 reports now available cover Algeria, Bolivia, Brazil, Denmark, El Salvador, France, West Germany and Berlin, Nicaragua, Tunisia, and Uruguay.

These lists are available for $1 each from Department of Commerce Field Offices or from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Lists covering 15 more countries are scheduled for publication within the next few months. They will be announced in FOREIGN COMMERCE WEEKLY as they appear.

Pakistan

Road weigh bridge, 10 ton capacity; 2 portable **weighing machines;** tender 626/DS/DCR/248, May 21. Stores Directorate, Electricity (Operation Branch), West Pakistan Water & Power Development Authority (WAPDA), Lahore.★

Sudan

Underground cables, 185,000 yd.; various; Contract 92, June 11. Controller, Stores & Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South.★

Taiwan

Electrical materials, various; tender GFD-11847(F), May 27. Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Lu, Taipei.★

Thailand

Coin-producing machines, including cutting machine capable of producing pressure of 20-50 tons equipped with feeder of approx. 4-5 in., control device, sorting equipment, automatic lubrication system, electric motor; **metal-rolling machine** for rolling metal in coinmaking; automatic **engraving, reducing machine; coin-stamping machine** with pressure of 200 tons; May 30. Treasury Dept., Chakrapongse Rd., Bangkok.★

Trinidad

Stay rods, 9,000; tender 402.

Cross arm braces, 17,000; tenders 403, 404.

Low tension house service **insulators** with screw type fixing, 30,000; tender 405.

Nuts, bolts, 69,200 in various sizes; tenders 406-413.

Eye bolts, 2,000 half-in. diam.; tender 414.

All-aluminum stranded **conductors,** 550 miles #1/0, 120 miles #4/0; tenders 419, 420.

Steel-cored aluminum **conductors,** 1,350 miles, various sizes for overhead electrical power transmission; tenders 421, 422, 423.

Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain. Closing date for all foregoing tenders June 4; bids may be submitted for all or part of supplies.★

Uruguay

Insulating material for telephone boxes and couplings; tender 5268/62, 4 p.m., May 22. Tender documents available for $0.25 (3 pesos).

Microfilm copying machine; tender 5272/62, 4:30 p. m., May 23. Documents for $0.25.

Trucks, 76 diesel chassis with cabins, 2,000-kg. capacity, accessories; tender 5273/62, 4 p.m., May 24. Documents cost $16.60 (20 pesos).

Administración General de las Usinas Eléctricas y los Teléfonos del Estado (U.T.E.), Paraguay 2431, Montevideo. Tender documents in Spanish.★

Only companies legally established in Uruguay may participate in public bids. Interested U.S. companies should submit bids on any of the above items through their Uruguayan agent or representative.

Viet-Nam

Electronic laboratory equipment, supplies (82 items); invitation 0532-02042, May 23. Central Purchasing Authority, P.O. Box H-5, Saigon.★

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Israel

Centrifugal compressor, Trane or equal. Loan 214; **U.S. source.** Subauthorization 790/1/306. May 28. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Attention: N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit with delivery by Aug. Prices itemized to show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.★

Pakistan

Bright nail wire, 17, 14, 12, 10 gage; **square nail wire,** 14, 15, 16 gage, 121 long tons. Pending loan; limited **U.S. source.** Credit amount, $28,266. May 20. Yousuf Hardware Industries, 152 Marriot Rd., Karachi.

Pig iron, foundry grade No. 1; **M.S. angle; M.S. plate,** prime quality, size 8 x 4 ft., 3/16, 1/8 in.; **M.S.,** prime quality, 18, 16 gage, 6 x 3 ft.; **M.S. round bars,** 2 1/2-4 in.; **special steel,** short lengths. Pending loan; limited **U.S. source.** Credit amount, $20,475. May 2. Mansur Engineering Works, Ltd., Sardar Abdur Rab Nister Rd., P.O. Box 194, Chittagong. Cable address: ALAHIMADAD, Chittagong.★

CRCA sheet, deep drawing quality, suitable for enameling, packed in approx. 1-ton bundle, 26, 28, 30 gage, in sizes 3 x 6 ft., 4 x 6 ft., 4 x 8 ft.; **CRCA steel sheet** suitable for enameling, thickness 28, 30 gage, width 13¾ in., 15¾ in., 16⅝ in. Pending loan; limited **U.S. source.** Credit amount, $38,976. May 20. Rahim Metal Industries, Ltd., 249 Tejgaon Industrial Area, Dacca. Cable: ALUMINIUM, Dacca.

Pig iron, sand cast foundry; high speed **special steel; M.S. wire; G.I. wire; M.G. round bars, M.S joists.** Pending loan; limited **U.S. source.** Credit amount, $42,000. May 20. Tara Iron & Steel Industries, Ltd., Baizid Bostami Rd., Chittagong. Cable address: TAIRON, Chittagong.★

M.S. plates, size 8 x 4 ft., 10 x 5 ft., 12 x 6 ft.; **M.S. sheets,** H.R.C., size 6 x 3 ft., 8 x 4 ft.; **structural steel,** M.S. angles, M.S. joist; **M.S. tee; M.S. flat; pig iron,** sand cast, foundry. Pending loan; limited **U.S. source.** Credit amount, $30,450. May 20. Narayanganj Iron Works, Ltd., H.K. Banerjee Rd., Narayanganj. Cable address: IRONWORKS, Narayanganj.★

Galvanized iron plain flat sheets, prime quality, 1.25 oz. zinc coating 3 x 6 ft., gage 30, 31, 32. Pending loan; limited **U.S. source.** Credit amount, $14,700. May 20. Moshar-Raf Industries, 244 Ghatforhad-beg Lane, Chittagong.

Cold rolled **steel sheets,** commercial quality, oiled; in metal packages approx. but not exceeding 6,300 lb. gross, wrapped with waterproof paper, 36 x 96 in. x 26 BG, 150 long tons; 36 x 96 in. x 28 BG, 50 long tons. Pending loan; limited **U.S. source.** Credit amount, $38,220. May 20. Pakistan Aluminum & Industrial Works, Ltd., Jehangir Kothari Bldg., Bunder Rd., Karachi. Cable address: SHEETS, Karachi.

G.P. sheets, 1.25 or 0.6 oz. zinc coating, 3 x 6 ft., BG, 30, 31, 32, equally assorted. Pending loan; limited **U.S. source.** Credit amount, $25,200. May 21. Umbia Engineering Works, 106/2/2 Brick Field Rd., Patherghata, Chittagong. Cable address: UMBIA, Chittagong.

M.S. black strips, suitable to manufacture conduit pipes 1/2-3 in. OSD. Pending loan; limited **U.S. source.** Credit amount, $29,316. May 24. Hilal Industries, Karachi.

Prime electrolytic **tinplate,** base weight 107, 100, 90 lb., coating .75 lb., size 20 x 28 in. Pending loan; limited **U.S. source.** Credit amount, $48,794. May 24. Haidary Tin Factory, Karachi.

Galvanized plain sheets, USG, 31 x 3 x 6 ft., prime quality zinc coating 1.25; **G.I. wire,** BWG, 8, 12, 20, 22, 24. Pending loan; limited **U.S. source.** Credit amount, $15,750. May 20. Chittagong Wire Netting Factory, 5 Bakalia Char-Chaktai, Chittagong.

Pig iron, foundry grade; hot rolled **mild steel plates; angles,** structural shapes, bar size; **mild steel bars,** round or merchant bar quality on random lengths, 18/22 ft.; **special steel,** high speed, 18% tungsten in squares. Pending loan; limited **U.S. source.** Credit amount, $24,150. May 21. Madan Mohan Iron Works, 28 Quaid-e-Azem Rd., Narayanganj.★

Galvanized plain steel sheets, BG-31 x 3 x 6 ft., BG-32 x 3 x 6 ft., zinc coating 1.25 prime quality; **galvanized round iron wire,** soft quality, in one length coils of 150/200 lb., BWG-22, 24. Pending loan; limited **U.S. source.** Credit amount $13,440. May 21. Associated Industries Govt., Industrial Area, Baizid Bostami Rd., P.O. Amin Jute Mills, Chittagong.

Nail wire, bright steel, gages 10, 12, 14, 16, 17, 20, 22, 24, 6, 8. Pending loan; limited **U.S. source.** Credit amount, $13,570. May 21. Crown Wire Nail Factory, 69-Dharmasi St., Bohra Pir, Karachi. Cable address: TAJPRINTS.

G.P. sheets, 1.25 or 0.6 zinc coating, 3 x 6 ft., BG, 24, 26, 28, 30, 31, 32. Pending loan; limited **U.S. source.** Credit amount, $6,406. May 21. Rangamati Steel Works, 98 Rangamati Bazar, P.O. Rangamati, Chittagong Hill Tracts.

G.P. sheets, 6 x 3 ft., 1.25 zinc coating, 30, 31 gage; **G.I. wire,** 22, 24 gage, soft; **M.S. B.P. sheets,** 6 x 3 ft. 24, 26 gage CRCA. Pending loan; limited **U.S. source.** Credit amount, $37,500. May 21. Nizampir Industrial Works, 189 Jubilee Rd., Chittagong. Cable address: OGECO, Chittagong.

M.S. joists, lengths 30-40 ft., ASTM-A-7-58T, size 4 x 2, 5 x 3; **M.S. angles,** 30-40 ft., ASTM-A-7-58T, 2 x 2 x ¼; **M.S. tees,** lengths 30-40 ft., ASTM-A-7-58T, 1 x 1 x ⅛; **G.I. pipes,** 16 ft. or above, seamless, ASTM-A-53. Pending loan; limited **U.S. source.** Credit amount, $10,920. May 22. Ahmadali Yousufali Rawalpindiwala & Sons, Marriot Rd., Karachi.

Mild steel strips, hot rolled, open hearth, commercial quality, rimmed type for manufacture of tubes on resistance welding plant. Pending loan; limited **U.S. source.** Credit amount, $982,385. May 23. Hyesons Steel Mills, Ltd., El-Markaz, Bunder Rd., Karachi 3.★

High silicon **electrical steel sheets,** not pickled, guaranteed maximum total core loss 2.63 w. per kg. (about 1.2 w. per lb.); hot rolled **mild steel sheets,** size 96 x 36 x .0185 in. or .0498 mm. (26 gage); **pig iron,** foundry grade soft; **die steel,** flat bars and square bars. Pending loan; limited **U.S. source.** Credit amount, $1,050. May 19. National Metal Works, Regd., S.A. Fan Post Office, Gujrat.★

Stainless-steel sheets, AISI-304, 2D finish, SUS-27; **stainless-steel flat, round**

bars, AISI-420 or BSS EN 56B; simple, plain **carbon steel flat bars.** Pending loan; limited **U.S. source.** Credit amount, $14,700. May 19. M.K. Elahi & Co. (East Pakistan), Ltd., Wazirbad Rd., Sialkot City. Cable address: ELAHICO. Sialkot.★

Galvanized iron plain, flat sheets, prime quality, 1.25 oz. zinc coating, 3 x 6 ft. gage, 30, 31, 32. Pending loan; limited **U.S. source.** Credit amount, $19,637. May 19. Premier Iron Works, 99/A, Asadgon, Chittagong.

Pig iron, foundry grade to approx. analysis: Carbon, 3.5/4.0%; silicon 2.75/3.5%; manganese, 1.0/1.5%; phosphorous, 0.40% max.; sulfur, 0.35% max. pending loan; limited **U.S. source.** Credit amount, $13,020. May 19. Ahmad Bakhsh & Bros., Ahmed Manzil, 22 Brandreth Rd., Lahore.

Galvanized iron/steel plain sheets, zinc coating, ranging from .6 to 1.25 oz., size 3 x 6 ft. or 3 x 8 ft., gages 30 BG, 31 BG in equal proportions; **M.S. black plain sheets,** HRCA or CRCA, 3 x 6 ft. or 3 x 8 ft. size, gage 28, 30, 31 BG in equal proportions. Pending loan; limited **U.S. source.** Credit amount, $19,194. May 19. Traders-De-Pak, Katalganj, Chittagong.

Pig iron: Silicon, 3.0/3.5%; manganese, .5/1.0%; phosphorous, .6/1%; sulfur, .05% max.; carbon, 3.0.4% approx. Pending loan; limited **U.S. source.** Credit amount, $5,250. May 19. Sunlight Foundry (Regd.), Dina Nagar Rd., Gujranwala. Cable address: SUNLIGHT FOUNDRY, Gujranwala.

Pig iron, refined machine cast, analysis: silicon, 3.5%; manganese, .6/1.0%; sulfur, .04% max.; phosphorous, .7/1.0%; carbon, 3/5.5%. Pending loan; limited **U.S. source.** Credit amount, $5,712. May 19. Zamindar Foundry (Regd.) of Botala, Samundri Rd., Lyallpur.

Pig iron: Carbon 3.5/4.2%, 3.4/3.5%, or 3/4% approx.; silicon, 2.75/3%, 3.5/4%, or 3/3.5%; sulfur .04%, 0.05%, or .05% max.; manganese, .90/1%, 0.7/1.2%, or .5/1%; phosphorous, 40%, 0.1%, or .6/1% max. Pending loan; limited **U.S. source.** Credit amount, $11,424. May 19. M. Abdul Majid & Sons, Diesel Engineers, Lahore. Cable address: MATCHLESS, Lahore.

Galvanized plain sheets, prime quality, 30, 31 gage, 3 x 6 ft. length, 0.6 oz., zinc coating 1.25 oz. per sq. ft. Pending loan; limited **U.S. source.** Credit amount, $16,800. May 19. Rouf Metal Industries, 6 Bakalia, Chawkbazar, Chittagong.

M.S. sheets, 26G. 6 x 3 ft., 27G. 6 x 3 ft., 28G. 6 x 3 ft.; **G. I. wire,** 8G. Pending loan; limited **U.S. source.** Credit amount, $5,775. May 19. Epak Traders, 73 Nawabpur Rd., Dacca. Cable address: RAZACO, Dacca.

B.P. sheets, 12-24 gage, size 6 x 3 ft., 6 x 4 ft., 8 x 3 ft., 8 x 4 ft.; **M.S. plates,** ⅛, ¼, ½ in. of size 8 x 4 ft.; **structurals, M.S. angles,** 1 x 1 x ⅛ in., 1½ x 3/16 in., 1½ x 1½ x 3/16 in., 2 x 2 x ¼ in.; **M.S. zed angles,** 2½ x 2½ x 3/16 in., 3⅜ x 3⅜ x ⅜ in., 1¾ x 1¾ x 3/16 in.; **M.S. channel,** ¾ x ⅛ in.; **M.S. tee iron,** ¾ x ⅛ in., ⅞ x ⅛ in., 1½ x 3/16 in.; **M.S. flat bar,** ¾ x ⅛ in., ¾ x 3/16 in., 2 x ¼ in., 2 x ⅜ in.; **steel door, window sections.** Pending loan; limited **U.S. source.** Credit amount, $42,420. May 17. Sheet Metal Industries, 87 Sadarghat Rd., Chittagong. Cable address: JAVEEDGUL.

Galvanized iron/steel plain sheets, zinc coating from 0.6-1.25 oz., 3 x 6 ft. or 3 x 8 ft. size, 30 BG, 31 BG in equal proportions. Pending loan; limited **U.S. source.** Credit amount, $19,474. May 17. Hajiganj Iron & Steel Works, Hajiganj, Comilla.

High speed tool air hardening for making lathe tools for rapid cutting, in random lengths of 8/12 ft., typical analysis C.O. 80, Cr. 4.25, W. 22.0, Mn. 0.60, V. 1.30%; **square bars,** size ⅜, ½, ⅝, ¾, 1¼, 1½, 2 in.; **round bars,** size ½, ⅝, ¾, 1, 1½, 2, 2½, 3 in.; **bright steel shafting bars** 18/20 ft. without keyways, size 1¼, 1½, 1⅝, 1⅝, 1¾, 2, 2¼, 2½, 2¾, 3, 3½ in. Pending loan; limited **U.S. source.** Credit amount, $9,450. May 17. Noorbhoy Esmailji Lotia, Nicol Rd., Karachi. Cable address: RELIGION.

Galvanized iron, plain, flat sheets, prime quality, 1.25 oz. zinc coating, 3 x 6 ft., gage 24-34. Pending loan; limited **U.S. source.** Credit amount, $8,233. May 18. Popular Engineering Works, 1109 Asadgonj, Chittagong.

Galvanized corrugated iron sheets, zinc coating 1.25 oz. per sq. ft., 10/3 in. corrugation, in lengths of 6, 8, 9 ft., 24, 26 gage; **mild steel angles,** 1½ x 1½ x ¼ in., 2 x 2 x ¼ in., 2½ x 2½ x ¼ in., 3 x 3 x ¼ in.; **mild steel plates,** 8 x 4 ft. x ⅛ in., 8 x 4 ft. x ¼ in. **galvanized iron pipes,** ½ in. diam., ¾, 1½, 3 in. diam. Pending loan; limited **U.S. source.** Credit amount, $90,510. May 18. Pakistan Mercantile Corp., Ltd., 314 Khatunganj, P.O. Box 422, Chittagong.

Galvanized iron wire, 20 USG, 22 USG, 24 USG, suitable for manufacturing wire netting; **electrolytic tinplate,** prime quality, all bright sheets, coating 0.5 suitable for manufacturing tin containers, 20 x 30 in x 30G, 20 x 30 in. x 32G; **galvanized plain sheets,** zinc coating 1.25, 6 x 3 ft. x 30 USG, suitable for manufacturing ridging. Pending loan; limited **U.S. source.** Credit amount $13,807. May 18. Pakistan Metal Works, 7 Momin Rd., Rahmanganj, Chittagong. Cable address: PAKNAIL, Chittagong.

Galvanized mild steel corrugated iron sheets, gage, USG26, 3 x 6/7/8/9 ft., zinc coating 1.25 oz., bundles not to exceed 1 ton in weight, approx. 75 long tons; **galvanized mild steel plain sheets,** gage 26 USG x 3 x 6 ft., zinc coating 1.25 oz. per sq. ft., bundles not to exceed 1 ton in weight, approx. 17 long tons; **mild steel plates,** size ¼ in. x 4 x 8 ft., ⅛ in. x 4 x 8 ft., 3/16 in. x 4 x 8 ft., ⅜ in. x 4 x 8 ft., packing bare, approx. 30 long tons. Pending loan; limited **U.S. source.** Credit amount $21,210. May 18. Jamal Ahmad & Co., 373 Terri Bazar, Chittagong. Cable address: IRONCO, Chittagong.

Galvanized iron flat sheets, prime quality, 1.25 oz. zinc coating, 3 x 6, gage 31, 32; **B.P. sheets,** cold rolled, black, plain, commercial quality, oiled, gage 28, 30. Pending loan; limited **U.S. source.** Credit amount $16,380. May 18. Amanat Metal & Alloy Industries, Chandanpura East Lane, Bakalia, Chittagong.

M.S. sheets, 26, 27, 28, 30 USG, 6 x 3 ft.; **M.S. wire,** 6, 8, 10 USG; **G.I. wire,** 15, 16, 18, 20, 22, 24 USG; **pig iron,** foundry quality, Grade I, II, III. Pending loan; limited **U.S. source.** Credit amount, $23,625. May 18. Epak Traders (Industrial Div.), 73 Nawabpur Rd., Dacca. Cable address: RAZACO, Dacca.

Galvanized iron pipe welded in random lengths 18-22 ft., threaded at both ends, with B.S.S. thread and with socket 1½ in. diam. Pending loan; limited **U.S. source.** Credit amount, $19,687. May 18. Fabrication, Foundry & Engineering Works, 419-20 Industrial Area, Tejgaon, Dacca. Cable address: PIONEERS, Dacca.

G.P. sheets, 31 x 3 x 6 ft., zinc coating 1.25 oz. Pending loan; limited **U.S. source.** Credit amount, $6,300. May 18. Rose Co., 50 Chandanpura, Chittagong.

Pig iron, foundry quality, Grade 1 or 2; **structurals,** M.S. flat, ¾ x ¼ in.; **bright mild steel rods.** Pending loan; limited **U.S. source.** Credit amount, $48,300. May 18. Fabrication, Foundry & Engineering Works, 419-20 Industrial Area, Tejgaon, Dacca. Cable address: PIONEERS, Dacca.★

Prime quality, **galvanized steel sheets,** flat, zinc coating 1.25 oz. per sq. ft., size 3 x 6-10 ft., BG/GSG 30, 31. Pending loan; limited **U.S. source.** Credit amount,

P.A.B.X. Equipment Sought in Australia

The Postmaster General's Department of the Commonwealth of Australia is calling for tenders for the supply of P.A.B.X. equipment.

The preferred types are those employing relays only or relays in combination with crossbar selectors.

The units are to be in 25, 50, and 100 line units with extension units.

The price is to be based on lines of equipment in certain range quantities.

Tenders should be submitted by 3 p.m. June 21 to the Controller, Stores & Contracts, Postmaster General's Department, 114 Russell St., Melbourne, C.1.

A set of specifications is available on loan to firms domiciled in the U.S. from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

$9,765. May 18. Haque & Co., 870 Asadjanj, Chittagong.

High silicon **steel electrical sheets; galvanized iron/steel pipes,** without threads, sockets; **mild steel plate.** Pending loan; limited U.S. source. Credit amount, $6,754. May 18. Fasons Metal Industries, Mehdibag Rd., Chittagong.★

G.I. pipes, superior quality, British thread, ⅛-6 in. diam., 20 ft. in length. Pending loans; limited U.S. source. Credit amount, $6,090. May 18. Gulam Mohamed Bros., 357 Kurbaniganj, Chittagong. Cable address: BHAIJAN, Chittagong.

Galvanized iron/steel plain sheets, zinc coating from 0.6-1.25 oz., 3 x 6 ft. or 3 x 8 ft. size, 30 BG, 31 BG in equal proportions. Pending loan; limited U.S. source. Credit amount, $6,930. May 18. Hushna Metal Industries, 33 Dewan Bazar, Chittagong.

Galvanized corrugated iron sheets, 24G, 26G, sizes 3 x 6 ft., 3 x 7 ft., 3 x 8 ft., 3 x 9 ft., 3 x 10 ft. Pending loan; limited U.S. source. Credit amount $6,900. May 18. Arag, Ltd., P.O. Box 178, Khatunganj, Chittagong. Cable address: ARAG, Chittagong.

Black seamless steel tubings, to ASTM A120 and A53; **galvanized seamless steel tubings,** to ASTM A120 and A53; **carbon steel; round bars; carbon key steel; black hexagonal rolled bars; nickle chrome case hardening steel; bright steel bars; alloy steel bars; steel shafts; steel wire; galvanized spring wire; steel strips; hot, rolled steel plates.** Pending loan; limited U.S. source. Credit amount, $140,700. May 19. Batala Engineering Co. (Pakistan), Ltd., The Mall, Lahore. Cable address: BATENGCO, Lahore.★

M.S. sheets; C.R.C.A., pickled, oiled, both sides, B.G. 13, 14, 15 & 18, size 3 x 8 ft.; **M.S. wire,** in catchweight coils, B.W.G. 6. Pending loan; limited U.S. source. Credit amount, $10,080. May 19. Sitara Factory Regd., Khiali Gate, Gujranwala.

Tinplate, prime coke, cold rolled, 1.25 coating, base weight 107/8, size 18¾ x 28 in. x 30 gage, 67%, 20 x 30 in. x 30 gage, 33%. Pending loan; limited U.S. source. Credit amount, $6,573. May 19. Sargraoh Vegetable Ghee & General Mills, Abdullahpur, Lyallpur. Cable address: SARGROH, Lyallpur.

Galvanized plain sheets, prime quality, 1.25 oz. coating per sq. ft., 28, 30, 31 gage BG; **galvanized steel wire,** open hearth, prime quality, 26, 28, 30 gage. Pending loan; limited U.S. source. Credit amount, $9,756. May 19. Pak Industrial Corp., 2 Kapuriapara, Pathantooly, Chittagong.

Galvanized iron/steel flat (plain) sheets, 1.25 oz. zinc coating per sq. ft., both sides, sizes 3 x 6 ft. or 4 x 8 ft. of 30, 31, 32 gage thickness. Pending loan; limited U.S. source. Credit amount, $5,328. May 19. Chittagong Industrial Works, Terri Bazar, Chittagong.

Bright hand-drawn **nail wire** in coils of about 2 cwt. gross for net. Pending loan; limited U.S. source. Credit amount, $70,560. May 19. Mirzaboo Wire Mfg. & Industries, Ltd., 239 Industrial Area, Chittagong. Cable address: IRONMONGER, Chittagong.★

Standard quality prime **mild steel billets,** according to Standard S.A.E.1020 giving 28/33 tons tensile per sq. in., 20% minimum elongation. Each piece of billet to be heat marked with work test certificate in lengths of 18 ft. and above. Size 50 x 50 mm. sq. about 2,030. Pending loan; limited U.S. source. Credit amount, $194,040. May 23. Frontier Industries, Ltd., Pul Puhta, Peshawar. Cable address: FROIN, Peshawar.

Pig iron: silicon, 3.0/3.5%; manganese, .5/1.0%; phosphorous, .6/1.0%; sulfur, .05% max., carbon, 3.0/4.0%. Pending loan; limited U.S. source. Credit amount, $5,040. May 23. Seth Mohd Tufail & Bros., Factory Area, Lyallpur. Cable address: SETH TUFAIL, Lyallpur.

Pig iron. Pending loan; limited U.S. source. Credit amount, $7,392. May 23. Afzal Foundry & Co. (Regd.), Badami Bagh, Lahore.★

Pig iron: silicon, 3.0/3.5%; manganese, .5/1.0%; phosphorous, .6/1.0%; sulfur, .05% max.; carbon, 3.0/4.0%. Pending loan; limited U.S. source. Credit amount, $6,510. Cable address: RASHID FOUNDRY, Shahdra. May 23. Rashid Foundry & Workshop (Regd.), H.O. 25-A, Masson Rd., Lahore. Cable address: RASHID FOUNDRY, Shahdra.

Pig iron, foundry grade; **M.S. plates,** size 4 x 8 x ⅛. Pending loan; limited U.S. source. Credit amount, $6,300. May 23. Allah Bux & Sons, Race Course Rd., Sukkur.

Pig iron, standard foundry; mild hot rolled **steel sheets,** commercial grade, size 4 x 8 ft. x ⅛ in. thickness. Pending loan; limited U.S. source. Credit amount, $26,670. May 23. West Punjab Steel Corp., Ltd., Nawa-i-Waqt Bldg., 4 Queens Rd., Lahore. Cable address: STEELSTAR, Lahore.

Pig iron: C. 4% approx., Mag. 06/09%; Sul. .04% max., Phos. 0.9% max., Sil., 2/2.5%. Pending loan; limited U.S. source. Credit amount, $7,300. May 23. Qadri Bros. Foundry & Workshop, outside Kashmiri Gate, Badami Bagh, Lahore.

Machine cast foundry Grade I **pig iron:** C 3.5/4.0%, S 2.5/3.0%; P .75 in. max., Mn. .5/1.0%. Pending loan; limited U.S. source. Credit amount, $7,560. May 23. Mahmood Engineering Corp., Industrial Area, Loha Market, Lahore.

Hard drawn bright **nail wire,** in catchweight coils, ASWG, 17, 20, 14; special **nail wire** for making blue cut-tacks, ASWG, 16, 17; **pig iron,** foundry Grade I, CRCA mild steel sheets, BG 18 x 96 x 36 in., BG 20 x 96 x 36 in., BG 22 x 96 x 36 in., Pending loan; limited U.S. source. Credit amount, for 1st item $21,000; 2d item $10,135. Pending loan; limited U.S. source. May 23. Janda Engineering Co., Ltd., Mahmood Booti Baghbanpura, Lahore.

CRCA **M.S. sheets,** pickled and oiled, 16-20-24 gage, 8 x 3 ft., spring steel wire 100/110 Tpsi, 8-10 gage. Pending loan; limited U.S. source. Credit amount, $5,040. May 23. Pak Cycle Mfg. Co., Shahdara (Mills Area), Lahore.

M.S. sheets, HRCA, size 8 x 4 ft. x 12 G, 14 G; **M.S. sheets,** CRCA, size 8 x 3 ft. x 16 G, 18 G, 20 G, H.R.M.S. **strips** and **pig iron; spring steel wire.** Pending loan; limited U.S. source. Credit amount, $10,269. May 23. Aijaz Oil & Conduit Pipe Mill (Regd.), Old Hospital Rd., Gujranwala. Cable address: AIJAZMILLS, Gujranwala.★

Peru Invites Tenders for Seven Motorships

The Peruvian Steamship Corporation, the national steamship company wholly owned by the Peruvian Government, has announced public international bids for the purchase of three motorships and the construction of four additional motorships.

Each shall be 8,500 tons dead weight for the transport of general merchandise and bulk cargos, including minerals.

Bids should provide for financing over a 10-year period at interest not to exceed 7% per annum.

Vessels offered for purchase must have been built or under construction not earlier than January 1, 1960, and shall be delivered during 1962.

Bids for these three motorships will be accepted until 10 a.m. June 4.

Bids for construction of the four motorships will be accepted until 10 a.m. June 2.

These vessels must have an "open closed" shelterdeck for the cargo.

Two of the vessels shall be delivered by December 1962 and the other two by June 1964.

Pertinent documents and specifications, including information on conditions for bidding and bid base, may be obtained from the Corporación Peruana de Vapores, Gamarra 676, Chucuito, Callao, Aptdo. Postal 208, Lima, for about $8 (200 soles). Cable address: VAPORUANA.

A set of the documents in Spanish for each bid is available on loan to firms domiciled in the U.S. from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Interested inquirers should specify the documents desired by indicating "Purchase" or "Construction."

M.S. sheets, 26, 30 BG, size 3 x 8 ft.; **G.P. sheets,** 24 BG, size 3 x 8 ft.; **pig iron,** foundry quality, first grade. Pending loan; limited **U.S. source.** Credit amount, $8,190. May 23. Sh. Mohammad Iqbal & Co., Iqbal St., Mohni Rd., Lahore.

Stainless-steel sheets, nonmagnetic, 18/8 AISI, Type 304, 2B or 2D finish, size 8 x 3 ft., 18, 20, 22, 24 G; **stainless-steel wire,** nonmagnetic, 18/8 AISI, Type 304, annealed, pickled; electric resistance welded **steel tubes,** semibright quality, plain at ends in 20 ft. length. Pending loan; limited **U.S. source.** Credit amount, $14,700. May 23. Taqi Butt & Co., 286 Ferozepur Rd., P.O. Regional Laboratories, P.O. Box 62, Lahore. Cable address: SURGICAL, Lahore.

Pig iron, machine cast, foundry grade I; **M.S. blooms** and **slabs,** Sieman Martin forging quality, 12 in. sq. or 7 x 12 in. slabs. Pending loan; limited **U.S. source.** Credit amount, $8,400. May 23. Sadig Engineering Works, outside Sheranwala Gate, Lahore.

Grade I **pig iron,** suitable for manufacturing C.I. soil and rainwater pipes and fittings Pending loan, limited **U.S. source.** Credit amount, $11,088. May 23. Pipe Casting Works, Badami Bagh, Lahore. Cable address: SWANPIPE.

Stainless-steel sheets, Type AISI, or 304 2B or 2D finish, soft for manufacture of utensils; **stainless-steel sheets,** Type AISI 430 rough polished, for manufacture of spoons, forks; **stainless-steel round bars,** Type AISI 410, soft for manufacture of spoons, forks; **stainless-steel round bars,** Type AISI 420, hard for manufacture of knives; **M.S. sheets,** CRCA; high carbon **steel flats,** 45/55%, 75/85% carbon; high carbon **steel flats,** 1.0/1.20% carbon. Pending loan; limited **U.S. source.** Credit amount, $6,510. May 23. New Imperial Cutlery Co. (Regd.), G.T. Rd., Nizamabad District, Gujranwala.★

Galvanized corrugated iron sheets, prime quality, 1.25 oz. zinc coating, sizes 7 x 3 ft. x 24 G., 8 x 3 ft. x 26 G. Pending loan; limited **U.S. source.** Credit amount, $5,250. May 26. Issak Haji Shakoor Haji Jamal Co., 330 Khatoonganj, Chittagong. Cable address: ISSACO, Chittagong.

U.S.S. **mild steel billets,** 2 x 2 in. in lengths of 18/20 ft. as per spec. SAE-1020; all billets to be die stamped with respective heat numbers; chemical analysis certificate to be supplied. Pending loan; limited **U.S. source.** Credit amount, $222,768. May 26. Bengal Metal Industries, 91 Nawabpur Rd., Dacca 1.

Galvanized iron sheets, plain, size 6 x 3 ft. x 31 gage; **galvanized iron wire,** 22, 24 gage; sheets should be packed in wooden crates or steel envelopes 1 ton each; **iron wire** in coils of 1 cwt. each, wrapped with kraft paper/hesein cloth. Pending loan; limited **U.S. source.** Credit amount, $222,768. May 26. Bengal Metal Industries, 91 Nawabpur Rd., Dacca 1.

Machine cast **pig iron,** first grade, S 2.5/3.0%; C 3.3/3.8%; Mn. 1.0/1.5%; Sul. .06% max.; P 1.0/1.3%. Pending loan; limited **U.S. source.** Credit amount, $10,500. May 26. Toleswar Iron Works, Narayanganj Rd., Dacca 4.

Tinplate, waste waste, electrolytic, 0.50 and 0.75 coating, assorted as to size and gage, base weight 107 lb. and lighter, 18 x 24 in. and larger; **pig iron; M.S. black seamless pipe,** ½-3 in.; **galvanized plain sheets,** 1.25 oz. zinc coating per sq. ft. commercial quality, both sides coating, 8 x 3 ft. x 24 BG, 8 x 3 ft. x 26 BG, 8 x 3 ft. x 28 BG. Pending loan; limited **U.S. source.** Credit amount, $25,200. May 24. Adamali Jivajee & Sons, 123 Cutchi Gali 2, Karachi 2. Cable address: MONPURWALA.

M.S. sheets, cold rolled, size 8 x 3 ft., gages 16, 18, 20, 22, 24, 26, 28, 30. Pending loan; limited **U.S. source.** Credit amount, $6,552. May 21. Qadri Steel Works, Preedy St., Karachi. Cable address: AKIDAT.

Galvanized corrugated iron sheets, 26 gage, prime quality 10/3 corrugation, zinc coating 1.25 oz. per sq. ft., super on both sides, in lengths of 6-10 ft., width overall, of corrugated sheets 32 in.; **galvanized iron pipes,** British thread coupling one end, in uniform length of 18 or 24 ft., sizes ½, ¾, 1, 1¼, 1½, 3 in.; **mild steel plates,** commercial quality, sizes 8 x 4 ft. x ⅛ in.-8 x 4 ft. x ¾ in.; **structurals,** M.S. and M.S. flats. Pending loan; limited **U.S. source.** Credit amount, $64,260. May 21. Rafey & Haleem, Ltd., Dost Bldg. (opp. G.P.O.), Chittagong. Cable address: UPINTRADE, Chittagong.★

G.P. sheets, 26, 28, 30 BG; **G.C. sheets,** 26, 28 BG; **joist,** 5 x 3 ft., 6 x 3 ft.; **black sheets,** 26 BG; **C.R.C.A.,** 28 BG. Pending loan; limited **U.S. source.** Credit amount, $23,520. May 21. Karachi Export Import Co., Omkarmal Ishardds Bldg., Dunolly Rd., Karachi. Cable address: KAREXICO.

Black iron sheets, seamless ½-6 in. diam.; **G.P. sheets,** 24-30 BG, 8 x 3 ft. size, with 1.25 oz. per sq. ft. zinc coating on both sides; **M.S. black sheets,** 24-30 G, 8 x 3 ft. size; **pig iron,** quality. Pending loan; limited **U.S. source.** Credit amount, $7,350. May 21. H.A. Juma & Co., Ltd., Bunder Rd., Karachi. Cable address: HAJUMA.

G.P. sheet, 3 x 6 ft., 31 gage, 1.25 oz. zinc coating, prime quality, 25% **galvanized iron wire,** soft quality, round in one coil length, 20, 22, 24 gage, 25%. Pending loan; limited **U.S. source.** Credit amount, $9,450. May 21. Eastern Metal Works, 294 Darogahat Rd., Chittagong.

Tinplate, prime coke quality, 1.25 tin coating, 30 gage, sizes 18¾ x 28 in., 70%, 20 x 30 in., 30%; **G.I. wire,** 8 S.W.G. Pending loan; limited **U.S. source.** Credit amount, $10,500. May 20. United Tin Can Manufacturing Co., Garden West, Karachi. Cable address: TINCAN, Karachi.

Mild steel plate, cold rolled; **mild steel sheet,** hot rolled, and **mild steel rounds** in standard lengths, commercial quality; **structurals,** M.S. tee in standard length; **M.S. angle; M.S. channel, M.S. joist** in 40 ft. lengths and **M.S. bridge rail,** die steel, annealed, for press brake. Pending loan; limited **U.S. source.** Credit amount, $16,569. May 20. Ispahani Marshall, Ltd., Ispahani Bldg., Quaid-E-Azam Rd., Chittagong. Cable address: ISFAHANIAN, Chittagong.

M.S. sheets, 24-30 G, 8 x 3 ft. size; **G.P. sheets,** 24-30 G, 8 x 3 ft. size; **seamless steel tubes,** ½-6 in. diam., with threads on both ends, sockets at one end; **M.S. plates** ⅛-¼ in., 8 x 3 ft. size; **M.S. window sections; M.S. angles,** channel and tee assorted sizes. Pending loan; limited **U.S. source.** Credit amount, $18,675. May 20. Ahmad Juvenile Industries, 340 Akbar Rd., Ratan Talab, Karachi. Cable address: STEELITE, Pakistan.

Galvanized iron, steel corrugated sheets, 1.25 oz. zinc coating, 10/3 corrugations, 6 x 10 ft. long, prime quality, 24 and 26 BG. Pending loan; limited **U.S. source.** Credit amount, $12,600. Associated Traders, Ltd., 2 Nandalal Dutta Lane, Dacca. Cable address: ASSOTRADES, Dacca.

Colombia Asks Tenders For Powerplant

Colombia has invited bids for construction of the Rio Mayo hydroelectric plant.

The proposed 21,000-kw. (three 7,000-kw. generators) plant will be located about 2 kilometers west of San Pablo in the Department of Narino.

The project includes a concrete dam 16.5 meters high; an intake structure and tunnel with a pressure section of 2.25 meters inside diameter, and with a total length of 1,639 meters; a draft tube 6 meters in diameter; and 25 meters long; a pressure tube 400 meters long and a drop of 204 meters.

Principal units of work are 15,500 cubic meters of underground excavations; 20,000 cubic meters of open-air mixed excavation; 15,400 cubic meters of concrete; and 7.4 kilometers of access roads.

The project is scheduled for completion within 2 years. Bids accompanied by a performance bond of $42,900 (300,000 pesos) should reach the Secretaria, Instituto de Aprovechamiento de Aguas y Fomento Eléctrico, Carrera 13, No. 27-00, Bogotá, by 5 p.m., June 4.

Specifications and conditions of contract may be obtained from that Authority for about $71 (500 pesos), not refundable.

Galvanized plain sheets to conform to ASTM-A/93-58T process for manufacture, acid Bessemer basic open hearth and electric zinc coating, 2 oz. per sq. ft., super both sides, size 8 x 3 ft. x 26 BG, 8 x 3 ft. x 28 BG; **seamless pipes,** ½, ¾, 1, 1¼, 1½, 2, 2½, 3 in. Pending loan; limited **U.S. source.** Credit amount, $14,490. May 22. Shafi Saleh & Co., 120/8 Serai Rd., Karachi. Cable address: JOYFUL, Karachi.

Bright hard drawn **rivet wire,** C .08/.13, Mn. 30/60, P .04 max., S .05 max., gage 2-14. Pending loan; limited **U.S. source.** Credit amount, $15,823. May 20. Tarvala, Marriot Rd., Karachi 2.

G.I. Wire, 8 BWG, 10 long tons; **electrolytic tinplate,** cold, reduced 0.75 coating, 30 gage (107 lb. base weight), 125 long tons; prime coke quality **tinplate,** cold rolled, hot dipped, 1.25 lb. pot yield, 30 gage (107 lb. base weight), sizes 18¾ x 28 in., 18¾ x 14 in., 18¾ x 13⅞ in., 20 x 30 in. Both electrolytic and coke tinplate should be assorted to size and base weight. Pending loan; limited **U.S. source.** Credit amount, $72,534. May 20. National Chemical Industries, Hub River Rd., Karachi. Cable address: BARKATI.

M.S. billets, size 2 x 2 in. and/or 2½ in. prime, in lengths of 18 ft. and above, conforming to spec. ASTM-A273-58T/AISI-C1020, or equivalent, suitable for rerolling of M.S. bars and structurals; **steel** with tensile strength of 28-33 per ton sq. in. elongation, min. 20%. Pending loan; limited **U.S. source.** Credit amount, $160,886. May 22. Muslim Rolling Mills, Ltd., K-19/1, Osmanabad, Lyari Quarters, Karachi. Cable address: TEEBAR.

Galvanized plain iron sheets, prime quality, 1.25 oz. zinc coating, gage 31 or 32, size 3 x 6 ft. Pending loan; limited **U.S. source.** Credit amount, $12,600. May 22. Hasina Metal Industries, Maijdi Court, Noakhali.

Standard foundry **pig iron,** Grade I. Pending loan; limited **U.S. source.** Credit amount, $5,219. May 23. Modern Foundry & Engineering Works, Lawrence Rd., Karachi.

Tinplate, prime quality with seconds up to 10%, 107 base weight, 1.25 coating, size 18¾ x 28 in. and 20 x 30 in., 56 tons; **galvanized iron wire,** soft annealed, Thomas commercial quality, 8 gage, 3 tons. Pending loan; limited **U.S. source.** Credit amount, $13,352. May 23. Karachi Tin Factory, corner of Harchandrai & Ireland Rds., off Lawrence Rd., Karachi. Cable address: MONPURWAIA.

M.S. flats, M.S. angles, spring steel flat, carbon steel flat, M.S. rounds, M.S. shaft, G.I. pipes size 6 in. diam., complete with sockets; standard **M.S. flanges,** suitable for 6 in. diam. pipes; standard **M.S. nuts, bolts; tees** 6/4 in. diam.; narrow gage **track line.** Pending loan; limited **U.S. source.** May 17. Associated Cement Cos., Ltd., Nelson Chambers, McLeod Rd., Karachi.★

Galvanized corrugated iron sheets, 6 to 10 ft. in length, 10/3 in. corrugation, zinc coating 1.25 oz., gages BWG-USG-24, 26; **galvanized plain iron sheets,** sizes 3 x 6 ft., gage 30, 31, 32, zinc coating 0.6 oz. Pending loan; limited **U.S. source.** Credit amount, $6,720. May 16. Imam Sharif & Bros., Khatungaonj, Chittagong. Cable address: IMAMSHARIF, Chittagong.

Galvanized corrugated iron sheets, prime quality, 1.25 oz. zinc coating. Sizes 6 x 3 ft. x 26 USG, 8 x 3 ft. x 26 USG, 9 x 3 ft. x 26 USG. Pending loan; limited **U.S. source.** Credit amount, $16,800. May 17. Gladstone Wyllie & Co., Ltd., Ispahani Bldg., Quaid-e-Azam Rd., Chittagong. Cable address: GLADSWYLL, Chittagong.

Galvanized corrugated sheets, 10/3 in. corrugation, prime quality, 1.25 oz. zinc coating 24 & 26 G 6 101 x 2 ft.-8 in.; **galvanized plain sheets; G.I. pipes; M.S. channels; M.S. plates.** Pending loan; limited **U.S. source.** Credit amount, $23,100. May 17. Mohammas Masood Ra-za & Co., 73 Newabpur Rd., Dacca. Cable address: RAZACO, Dacca.★

Prime quality **galvanized corrugated iron sheets,** 10/3 in. corrugation, 1.25 oz. zinc coating in bundles of about 2 cwt.; **M.S. plates.** Pending loan; limited **U.S. source.** Credit amount, $36,120. May 17. Mirza Aboo & Co., 100 Chatteswari Rd., Chittagong. Cable address: MIRZAB, Chittagong.★

Taiwan

Electric hoists; veneer knife grinder; reeling, unreeling system; roller type veneer dryer; cold press; automatic hot press; chain-driven plywood scraper; chain-driven scraper knife grinder; super drum sander, forklift truck. Loan 47; worldwide. Credit amount, $98,948. May 31. Chang Hwa Commercial Bank for Asia Plywood Corp., 24-1 Kanting Rd., Taipei, whom interested suppliers should contact for further information.

Spare parts for Lima shovel. Loan 47; worldwide. Credit amount, $13,455.28. May 23. First Commercial Bank of Taiwan for Taiwan Cement Corp. 113, sec. 2, Chung Shan N. Rd., Taipei.★

Deadline Extended in Iraq On Propane Gas Cylinders

The Director General, Administration of Distribution of Oil Products, Ministry of Oil, Baghdad, has extended the bid deadline for the supply of propane gas cylinders from April 17 to May 10. (FCW, Apr. 9, p. 600).

Norway Extends Deadline For Incinerator Plant

Oslo has extended the bid deadline from May 1 to May 21 for the turnkey project for a complete garbage incinerator plant. (FCW, Feb. 26, p. 340.)

Thailand

Manhole covers, frames. Loan 19; worldwide. Invitation PDC-MEA-120. May 31. Metropolitan Electricity Authority, 121 Chakrap het Rd., Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

Turkey

"Cacao Seeds Grinder" for chocolate plant, capacity 140-60 kg. per hr., a.c. 380 v., 3 ph., 50 c. Loan 11; worldwide. ICA Code 899. Credit amount, $13,102. June 4. For further information suppliers should contact Saray Cikolata ve Sekerlemecilik, Sanayi ve Ticaret, Ltd., Sti, Topkapi Maltepe cad. 35, Istanbul.

Rock crushers, ref. 124-EKD/3362. Loan 70; worldwide. July 4. Turkiye Komur Isletmeleri Kurumu, Genel Murdulugu, Etibank Binasi, Sihhiye, Ankara.★

Machines required to manufacture some parts of washing machines: **Universal folding machine; guillotine; mechanical power press; spot welding machine; rotary air sending machine; portable pneumatic rivet setting machine; washing machine electrical tester, pneumatic screw drivers** with bits No. 1-4; **stroboscope; mechanical brake press,** complete, 40 tons; **special press, welding and finishing tools, dust extracting unit.** Loan 11; worldwide. ICA code 899. Credit amount, $45,000. May 28. Gulok Ticaret ve Sanayi, Ltd., Sti., Elmadag, Duvar Dibi Sokak 3/5, Taksim, Istanbul.★

Additional equipment required for existing radiator foundry, sheet metal works: **Spot welding machine; seam welding machine,** welding capacity of 140 kv.-a.; special **boring, milling, screw cutting machine** for machining cast-iron radiators. Loan 11; worldwide. ICA Code 899. Credit amount, $43,500. May 28. Turk Demir Dokum Fabrikalari A.S., Silahtaraga, Eyup. Istanbul.★

Additional **machinery and equipment** for existing lightweight metal foundry and finishing plant. Loan 11; worldwide. ICA Code 899. Credit amount, $40,800. May 24. E.C.A. Pres Dokum Sanayi, Ltd. Sti., Yuksekkaldirin 61/2 Norvec Han, Galata, Istanbul.★

Uruguay

9.000 kg. **insulating compound.** Loan 72; worldwide. Invitation 5268/62. May 22. Administracion General de las Usinas Electricas y los Telefonos del Estado, Palacio de la Luz-Paraguay 2431, Montevideo. Copies of specifications may be obtained from Uruguayan Embassy, 2362 Mass. Ave., NW., Washington 8, D.C.

Building Materials Sought in Iceland

The Government of Iceland has issued three new tenders calling for the supply and delivery of building materials needed for the installation of Reykjavik's hot water service system.

The first tender calls for 425 isolating valves in mains, sizes ranging from 40 through 400 mm.; 56 check valves, sizes 80 through 300 mm.; 10,900 service valves, 20 through 50 mm.; 5,520 regulating valves for sealed setting, 15 through 50 mm.; 5,500 regulating globe valves, 15 through 50 mm.; 12,600 check valves, 15 through 50 mm.; and 3,470 sediment separators, 20 through 50 mm.

Bid deadline is May 24.

The second tender is for bids for foamed plastics insulation for application to inside surfaces of subterranean concrete channels with thickness ranging from 3 to 8 cm.; width 16 through 95 cm.; and total length of 30,100 meters.

Bid deadline is May 14.

The third tender covers threaded pipe joints as follows: 38,000 elbows, size 15 through 50 mm.; 6,800 male end couplings, 15 through 50 mm,; and 25,000 tees, 15 through 50 mm.

Bid deadline is May 22.

Bids are invited by the Reykjavik Purchasing Center, 12 Tjarnargata, Reykjavik. Offers should specify f.o.b. price in Icelandic currency ($1=43 kronur).

A copy of each tender is available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

India Requests Quotations On Equipment for Mining

The Central Mining Research Station, Barwa Rd., Dhanbad, Bihar, wants price quotations and literature on unscreened flat type trailing cables and diesel-operated machinery suitable for use underground in gassy mines.

The station wants to introduce this equipment to the Indian coal mining industry.

Information Sought in Iraq On Civil Defense Equipment

The Directorate General of Civil Defense, Baghdad, is interested in obtaining information and quotations on the various types of equipment used in civil defense programs and on new equipment being developed.

Correspond directly with Major General (ret.) Hassan Ali Ghalib, Ministry of Interior, Baghdad.

Planned CONSTRUCTION Projects

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

AFGHANISTAN—Government, according to local press reports, planning to launch 50,000-60,000 kw. Mahi Par **hydroelectric project** near Kabul and 9,000 kw. Arghandab project in Kandahar Province.

BOLIVIA—Social Security System for Petroleum Workers has developed 4-year (1962-65) plan to provide **housing** for its members. Overall plan calls for 424 units costing over $2 million, including drainage, other facilities. Write Julio Quevedo Ruiz, General Manager, Caja de Seguro Social de Trabajadores Petroleros, Calle Obispo Cardenas, Edif. Gregg., La Paz★

GERMANY—Preussische Elektrisitäts AG, Hanover, may undertake construction and operation of small- or medium-sized **atomic powerplant.**

INDONESIA—Blang Bitang **airport,** recently renovated, to be further expanded for use for all types of aircraft. Write Ministry of Air Communications, Djakarta.

IRAQ—Economic Planning Board, Baghdad, has awarded contract for construction of **Dibis Dam** to Polensky and Zolner of Germany. Total cost near $1 million.

ISRAEL—Israel's **water development program** for 1962-70 calls for several large-scale projects for municipal, industrial, agricultural purposes.★

REPUBLIC OF SOUTH AFRICA—White's S.A. Portland Cement Co., Ltd., will spend $458,000 to establish **company** and **factory** at Coedmore Quarries, Bellair, in Durban.

SAUDI ARABIA—Bids for construction of Damman and Al Khobar **water and sewage project** (FCW, Apr. 23, p. 698) to be invited this fall. Write Associated Consulting Engineers, P.O. Box 3446, Beirut, Lebanon.

SWITZERLAND—New scheme for renovation of **Basel Airport** being worked out. Write Aeroport de Bâle-Mulhouse, Basel.

TURKEY—Army Mutual Aid Association exploring feasibility of initiating project to produce **cheap housing.** Group interested in technical know-how for undertaking. Write Ordu Yardimlasma Kurumu Genel Musurlugu, Ziyagokalp Caddesi 64/4, Ankara.

URUGUAY—Government's short-term national housing plan recently submitted to Inter-American Development Bank proposes building of 5,500 **houses** over 2-3-year period. (FCW, Apr. 16, p. 655.) Plan premised on $10 million IDB loan and Government contribution of $12.4 million (136 million pesos). Additional details available.★

Malaya Government Wants Diesel Crawler Tractors

The Director of Public Works, Federation of Malaya, is inviting tenders for the supply and delivery of four Class IV new diesel crawler tractors fitted with an hydraulically operated angle dozer.

Tenders will be accepted until noon May 25.

Tender documents with full particulars are available from the Office of the Assistant Director, Public Works Department (Mechanical), Kuala Lumpur, for for about $1.65 (M$5) a set, non-refundable.

Greece Extends Deadline On Refrigeration Equipment

Deadline for submitting bids for the supply and installation of mechanical equipment for a refrigeration plant in Athens has been extended from May 5 to June 5. This project, estimated to cost over $250,000, was reported in *Foreign Commerce Weekly,* March 26, p. 505.

Bid documents, including specifications, are available from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

NEW World Trade OPPORTUNITIES

● *The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.*

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

200 Food

Malaya

All kinds of canned food. Direct purchase and agency. United Malaya Commercial, Ltd. (importer, wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 2/28/62.

204 Grain Mill Products

Portugal

Soybean meal, peanut meal. Direct purchase and agency. Somsen & Poole da Costa, Lda. (importing distributor), 15-3°, Rua do Correeiros, Lisbon 2. WTD 3/30/62.

Saudi Arabia

Animal foodstuffs. Direct purchase and agency. Batterjee National Pharmaceutical Stores & Pharmacies (wholesaler, retailer, importer), P.O. Box 2, Jidda. WTD 11/17/60.

209 Miscellaneous Foods

Kenya

Edible oils, 44 gal. drums. Kenya Margarine & Ghee Works, Ltd. (importer, exporter, retailer, agent, wholesaler), P.O. Box 10470, Nairobi. WTD 4/9/62.

220 Textile Mill Products

Malaya

Textiles. Direct purchase and agency. United Malay Commercial, Ltd. (importer, wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 2/28/62.

Nicaragua

Nylon jersey remnants, synthetic and cotton fabrics, elastic, lace for manufacture of women's underwear. Jose Jerez & Co., Ltda. (manufacturer), Aptdo. 967, Managua. WTD 4/17/62.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Norway

Synthetic fiber textiles for ladies garments, men's shirts. Direct purchase and agency. Brodrene Brager-Larsen (manufacturer's agent, importing distributor), 1 H. Heyerdahlsgate, Oslo. WTD 3/30/62.

229 Miscellaneous Textile Goods

Germany

Artificial leather on polyethylene base for suitcases, purses, upholstery, decorative purposes. Direct purchase and agency. Willi Kirsch (wholesaler), 53 Karlstr., Munich 37. WTD 11/10/60.

249 Miscellaneous Wood Products

Germany

Wooden adjustable ironing boards, sleeve ironing boards. Arthur Lehmann (importing distributor, wholesaler), 38-40 Schwanenstr., Velbert/Rhld. WTD 3/21/62.

251 Household Furniture

Germany

Kitchen stools, similar household articles. Arthur Lehmann (importing distributor, wholesaler), 38-40 Schwanenstr., Velbert/Rhld. WTD 3/21/62.

262 Paper Mills

France

Wrapping paper. Direct purchase and agency. Ets. Houix Pottier (importing distributor), 10 quai de l'Ile-Gloriette, Nantes (Loire Atlantique). WTD 12/21/61.

264 Converted Paper, Paperboard Products

France

Paper bags. Direct purchase and agency. Ets. Houix Pottier (importing distributor), 10 quai de l'Ile-Gloriette, Nantes (Loire Atlantique). WTD 12/21/61.

275 Commercial Printing

Netherlands

Contemporary art reproductions. N.V. v/h Gebroeders Van Rijkom (importing distributor), 124-26 Oude Zijds Achterburgwal, Amsterdam. WTD 4/4/62.

280 Chemicals

Netherlands

Chemical raw materials. Handelmaatschappij Ertsimport N.V. (importing distributor), 386 Herengracht, Amsterdam. WTD 4/4/62.

281 Industrial Chemicals

Belgium

Petroleum chemicals, additives; any new chemical products. Direct purchase and agency. Ets. Marcel Ponjaert, S.P.R.L. (importer, exporter), 93 Ave. Coghen, Brussels. WTD 1/18/61.

Bolivia

Additives of all types for oil, grease lubricants. Industrias Petroquímicas, Ltda. (manufacturer), Casilla 1087, Cochabamba. WTD 4/10/62.

France

Chemical products for textile, leather industries. Direct purchase and agency with financial responsibility. Comptoir de Produits Chimiques (wholesaler, manufacturer's agent), 78 Chemin de Lanusse, Toulouse, Haute-Garonne. WTD 3/21/62.

Ireland

Sodium chlorate, hundredweight (112 lb.) drums with polyethylene liners. Irish Agricultural Wholesale Society, Ltd. (cooperative wholesale society, manufacturer, importer, wholesale distributor), 151/56 Thomas St., Dublin. WTD 3/30/62.

Israel

Monosodium glutamate, annual requirements approx. 75 metric tons. Direct purchase and agency. Joseph Pekelman-Import Trading House, Ltd. (importer, wholesaler, commission merchant), 2 Zevulun St., P.O. Box 1278, Tel Aviv. WTD 8/6/59.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Greece

Type of latex that can be mixed with iron oxide, chromium oxide, and lac powder for producing pigments used in leather tanning. Eleftherios Ganiatsis & Co. (manufacturer), 12 Aristophanous St., Athens. WTD 12/21/61.

Sweden

Plastic materials for casting printing rolls. E. Gunnarsson, Bjornsonsgatan 120, Bromma. WTD 3/26/59.

283 Drugs

England

Prescription drugs (not patent medicines); particularly products in medicinal fields such as ophthalmology, radiology. Direct purchase and agency. Lewis Laboratories, Ltd. (manufacturer, distributor), Knowsthorpe House, Knostrop Lane, Leeds 9. WTD 4/11/62.

Pakistan

Pharmaceuticals. Punjab Drug House (manufacturer), 42 Nicholson Rd., Lahore. WTD 4/10/62. List.★

Saudi Arabia

Pharmaceuticals, veterinary medicines. Direct purchase and agency. Batterjee National Pharmaceutical Stores & Pharmacies (wholesaler, retailer, importer), P.O. Box 2, Jidda. WTD 11/17/60.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Bolivia

Metal preservatives. Industrias Petroquímicas, Ltda. (manufacturer), Casilla 1087, Cochabamba. WTD 4/10/62.

Saudi Arabia

Cosmetics, toiletries for men, women; full range of items under single brand name preferred. Direct purchase and agency. Batterjee National Pharmaceutical Stores & Pharmacies (wholesaler, retailer, importer), P.O. Box 2, Jidda. WTD 11/17/60.

285 Paints, Varnishes, Lacquers, Enamels

Malaya

Paints, varnishes. Direct purchase and agency. United Malaya Commercial, Ltd. (importer, wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 2/28/62.

287 Agricultural Chemicals

Saudi Arabia

Plant protection materials, insecticides. Direct purchase and agency. Batterjee National Pharmaceutical Stores & Pharmacies (wholesaler, retailer, importer), P.O. Box 2, Jidda. WTD 11/17/60.

299 Miscellaneous Petroleum, Coal Products

Belgium

Lubricating oils. Direct purchase and agency. Ets. Marcel Ponjaert, S.P.R.L. (importer, exporter), 93 ave. Coghen, Brussels. WTD 1/18/61.

Data on Foreign Firms Available To U.S. Businessmen

Information on foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation, and names of any U.S. firms represented by the foreign firm and serving as its supplier.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D. C., for $1 each. Reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

307 Miscellaneous Plastics Products

Germany

Plastic sections for window, door construction. Direct purchase and agency. Gebr. Seiler (wholesaler), 28 Oskar-Jaeger-Str., Koeln-Braunsfeld. WTD 4/4/62.

Hong Kong

Molded plastic houses, approx. 1,000 sq. ft. Kien Wah Traders (importing distributor, manufacturer's agent), 106 China Bldg. WTD 4/2/62.

Netherlands

Plastic household articles. Direct purchase and agency. Firma Hugo Schloss (importing distributor, manufacturer's agent), 1 Richard Wagnerstraat, Amsterdam. WTD 12/21/61.

Plastic articles for use in laboratories, chemical industry. Industrie en Handelsonderneming Emergo (importing distributor), 54 Dorpsstraat, Landsmeer. WTD 12/21/61.

311 Leather Tanning, Finishing

France

Leather for shoe manufacture. L'Alsacienne, Manufacture de Chaussures, R. Weyl & Cie. (manufacturer), Benfeld (Bas-Rhin). WTD 4/4/62.

313 Boot, Shoe Cut Stock, Findings

France

Findings, novelties for shoe manufacture. L'Alsacienne, Manufacture de Chaussures, R. Weyl & Cie. (manufacturer), Benfeld (Bas-Rhin). WTD 4/4/62.

321 Flat Glass

Germany

Raw glass, window glass, polished plate glass, cast glass, safety glass, flat glass, glass fibers. Willy Birken (retailer, wholesaler), 73-77 Treibstr., Dortmund. WTD 4/6/62.

Sheet glass specialties, novelties. Berckholtz & Berendt (importing distributor), Steinstr. 23, Hamburg 1. WTD 4/10/62.

322 Glass, Glassware

Germany

Glass bricks. Willy Birken (retailer, wholesaler), 73-77 Treibstr., Dortmund. WTD 4/6/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Germany

Fiber glass, foam glass, insulating glass material. Berckholtz & Berendt (importing distributor), Steinstr. 23, Hamburg 1. WTD 4/10/62.

331 Steel Mill Products

France

Chrome magnetic steel music wire and/or tape suitable for manufacture of high quality strings for electric guitars; on spools or in coils, thickness 10 mm. "Manucord" (Manufacture de Cordes de Boyaux) (manufacturer, wholesaler, exporter), Usine du Bleufond, Montignac-sur-Vezere, Dordogne. WTD 3/26/62.

335 Rolling, Drawing, Extruding Nonferrous Metals

Ceylon

Raw materials for aluminumware fac-

tory. Dollar Corp. (importing distributor), 14 Dam St., Colombo. WTD 4/5/62.

France

Aluminum alloy wire or tape for violin strings, on spools or in coils, thickness 10 mm. "Manucord" (Manufacture de Cordes de Boyaux) (manufacturer, wholesaler, exporter), Usine du Bleufond, Montignac-sur-Vezere, Dordogne. WTD 3/26/62.

Netherlands

Brass, copper and alloys, nickel silver sheets, strips, rods, sections, wire, tubes. N.V. Handelmaatschappij P.J. Rokker (importing distributor), 50 Schiedamsedijk, P.O. Box 910, Rotterdam. WTD 12/21/61.

Nonferrous semifinished rods, sheets, tubes, wires. Direct purchase and agency. W. Van Houten & Zonen C.V. (importer, manufacturer's agent, exporter), 9 Bierstraat, P.O. 513, Rotterdam. WTD 12/21/61.

342 Cutlery, Handtools, General Hardware

Malaya

Handtools. Direct purchase and agency. United Malaya Commercial, Ltd. (importer, wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 2/28/62.

Netherlands

New handtool items; tools for home workshops of do-it-yourself handyman. M. de Leeuw (importing distributor), 79-81 Nieuwe Kerkstraat, Amsterdam. WTD 12/21/61.

349 Miscellaneous Fabricated Metal Products

France

Patented products, such as taps, cocks, valves, joints. Ets. Ch. Montbahut (trader, importer), 1 rue Lord-Byron, Paris 8. WTD 12/21/61.

Magnetic door joints for refrigerators. Direct purchase and agency. Société Nouvelle Compagnie Peisienne des Cables & Appareils Electriques (importer, wholesaler, exporter, sales agent), 104 ave. de Villiers, Paris 7. WTD 7/2/61.

Germany

Metal adjustable ironing boards, sleeve ironing boards. Arthur Lehmann (importing distributor, wholesaler), 38-40 Schwanenstr., Velbert/Rhld. WTD 3/21/62.

351 Engines, Turbines

Canada

Outboard motors. John Millen & Sons, Ltd., 639 St. James St. West, Montreal. WTD 4/11/62.

352 Farm Machinery, Equipment

France

Garden watering equipment and tools, sprinklers, hoses, lawnmowers, shovels, forks. Direct purchase and agency. Maplex, S.A.R.L. (wholesaler, importer, exporter, exclusive commission agent), 5 rue Sedaine, Paris 11. WTD 1/25/61.

Fruit Juice Plant Bids Sought in Egypt

Egypt has invited bids for the supply and erection of two modern fruit juice plants.

The plants, to be built at Belbeis and Giza, are each to have the capacity to process around 3 tons of fruit an hour.

Fruits to be processed include oranges, limes, grapes, apricots, mangos, and tomatoes.

Bids covering the complete plants, including both buildings and equipment with all their auxiliaries and accessories, plus plans and specifications, should be submitted to the General Organization for Executing the 5-year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, by Aug. 20.

Copies of the specifications and bidding conditions are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

353 Construction, Mining, Materials Handling Machinery, Equipment

France

Public works equipment, spare parts. Direct purchase and agency. Ets. O'Bay (importer, exporter, commission merchant), 29 rue Brunel, Paris 17. WTD 12/21/61.

Germany

Press for building sites to straighten out net of concrete reinforcing rods or wires delivered in rolls. Ewald Schultes Nachf. (dealer), Eiserfeld/Sieg. WTD 4/5/62.

354 Metalworking Machinery, Equipment

Ceylon

Machinery for manufacturing aluminum hollow ware. Dollar Corp. (importing distributor), 14 Dam St., Colombo. WTD 4/5/62.

France

Modern machine tools, metalworking machines of all types. Direct purchase and agency. Barbier & Besson (wholesaler, retailer, manufacturer's agent, distributor), 2 blvd. Bonrepos, Toulouse, Haute-Garonne. WTD 4/28/61.

Germany

Double-sided burr-removing machine for rims. Lippische Felgen-u. Schutzblechfabrik Hans Kerkhoff (manufacturer, exporter), Sylbach ueber Lage/Lippe. WTD 2/9/60.

Cutting tools with carbide metal tips and plates for clamping, in all qualities, sizes, shapes. Eugen Roeber (manufacturer's agent), 8 Rosenstr., Duesseldorf. WTD 5/19/61.

India

Complete range of machinery for producing double-ended spanners (wrenches). Indo Burma Trade Corp. (importer, exporter), 220 Gulalwadi, Bombay 2. WTD 3/17/54. List.★

Toolroom equipment. Binani Metal Works, Ltd. (manufacturer), Binani Bldgs., 38 Strand Rd., Calcutta 1. WTD 4/26/61. List.★

Mexico

Automotive machine shop service equipment, tools. Cia. Mexicana de Equipos y Herramientas, S.A. (importer, manufacturer, commission agent), Calz. Ermita Ixtapalapa 952, Mexico 13, D.F. WTD 4/9/62.

Netherlands

Small electric handtools; tools for home workshops of do-it-yourself handyman. M. de Leeuw (importing distributor), 79-81 Nieuwe Kerkstraat, Amsterdam. WTD 12/21/61.

New garage equipment items: air pressure tools; automotive measuring instruments, handtools for repair, maintenance of European cars. Saarloos' Handelmaatschappij N.V. (importing distributor, manufacturer's agent), 35 Katshoek, Rotterdam. WTD 4/17/61.

Norway

Metal-cutting tools, such as drills, taps, dies, bandsaw and hacksaw blades, tool bits. Direct purchase and agency. Willy Gjersen (importing distributor, manufacturer's agent), 7 Karl Johansgate, Oslo. WTD 3/30/62.

Pakistan

Machinery, equipment for manufacture of window type air conditioners, water coolers, round-shaped water heaters; steel power roll; shearing machine capable of cutting mild steel plates of 8 x 4 ft. size, 1/16-3/16 in. thickness; 4 ft. lathes; pillar press; gas welding equipment; paint spraying machines; hand electric drills with set up to 3/8 in. Direct purchase and agency. International Friends (importing distributor, manufacturer, dealer), Czernin Palace, Bank Sq., The Mall, Lahore. WTD 4/12/62.

355 Special Industry Machinery

Ceylon

Machinery for manufacture of chocolates, such as grinders, oil expellers, refiners, roasters, shelling machines, suitable for small plant. Cocoa Products, Ltd. (manufacturer), Gaffoor Bldg., Fort, Colombo. WTD 4/9/62.

France

Woodworking machines of all types.

Direct purchase and agency. Barbier & Besson (wholesaler, retailer, manufacturer's agent, distributor), 2 blvd Bonrepos, Toulouse, Haute-Garonne. WTD 4/28/61.

Germany

Automatic machines for manufacture of adhesive bandage strips. Vorwerk & Sohn, Textil-u. Gummiwerk (manufacturer), Obere Lichten-Platzstr., Wuppertal-Barmen. WTD 7/6/60.

Hong Kong

Automatic weaving looms, 44 in. width cloth, capacity 120 yds. every 24 hrs.; catalogs, price lists for distribution to membership. Hong Kong Weaving Mills Assn., 108A Boundary St., Kowloon. WTD 10/20/61.

India

Machinery for manufacture of hollow glass blocks. Garg Glass Works (manufacturer), P-11-6 New C.I.T. Rd., Calcutta 14. WTD 4/5/62.

Italy

Offset printing press for transferring lithography to cylindrical aluminum containers, 4 color; production; 3,500-4,000 copies an hr.; external diameter of each container, 100 mm.; minimum diam. of container, 20 mm.; maximum length of printed area, 260-65 mm.; operating voltage, 3 ph., 220 v., 50 c. Bombrini Parodi Delfino (manufacturer), 31 Via Lombardia, Rome. WTD 10/6/60.

Milk pasteurizing and bottling or packaging equipment. Azienda Comunale Centrale de Latte (municipal agency), Via Giovanni Giolitti, 275, Rome. Attention: Ing. Pasquale Longobardi.

Uganda

Complete set of machinery for synthetic fiber mill, cotton textile mill. Dalwadi & Co. (manufacturer's representative, general merchant, commission agent), P.O. Box 700, Jinja. WTD 11/27/61.

Venezuela

Machinery for production of medical cotton, gauze, similar products. D'Ambrosio Hermanos Automotores C.A. (importer, retailer, sales agent), Aptdo. 10168, Gran Avenida Bello Monte, Centro Comercial, Caracas. WTD 5/29/59.

356 General Industrial Machinery, Equipment

Germany

Bottle-packaging machinery, carton-packaging machinery, gluing machinery. Direct purchase and agency. Industria Hans H. Tuexen KG (importing distributor, manufacturer's agent), Kielerstr. 8, Wahlstedt/Holstein. WTD 6/14/61.

Netherlands

Two-lead distributor greasing system used in steel rolling mills. Direct purchase and agency. M. D. B. Smeertechniek (importing distributor), 91 Soetendaalseweg, P.O. Box 3065, Rotterdam 11. WTD 12/21/61.

Hydraulic pumps, motors. Handelmaatschappij Schulte & Co. N.V. (importing distributor), 58A Evert Meysterweg, Amersfoort. WTD 4/8/62.

Conveyor Belts Needed In Tunisia

Two conveyor belts, 800 mm. wide by 400 m. long, are needed for re-equipping a phosphate treatment plant at Metlaoui in southwestern Tunisia.

They must be capable of handling 350 tons an hour.

One belt will have a climbing gradient of 7%, the other a declining gradient of 20%.

Further information is available from M. R. Wastiaux, director, Adj., Chef du Service Technique, Compagnie des Phosphates et du Chemin de Fer de Gafsa (Sfax-Gafsa Co.), 122 rue de Serbie, Tunis.

357 Office, Computing, Accounting Machines

Austria

Staplers, staple removers, pencil sharpeners; general office machines. Direct purchase and agency. "Ho-Pa" Papier-Handelsgesellschaft mbH (wholesaler, retailer, manufacturer), 24 Neubaugasse, Vienna VII. WTD 4/4/62.

Malaya

Office machines, such as typewriters, adding machines. Direct purchase and agency. United Malaya Commercial, Ltd. (importer, wholesaler, commission agent, manufacturer's representative), 43-53 Penang Rd., Penang. WTD 2/28/62.

358 Service Industry Machines

Germany

Home air-conditioning equipment. Gregor Ferschoth GmbH (wholesaler), Postfach 169, Duelken/Rhld. WTD 4/6/62.

Air-conditioning equipment for industrial, home purposes. Direct purchase and agency. Industrie-Companie Kleinewebers Konstruktions-und Handelsgesellschaft mbH (importer, manufacturer's agent), 5 Melanchthonstr., Krefeld. WTD 4/25/60.

Philippines

Machinery for making ice on small commercial scale. Cu Unjieng Sons Electrical Supply (importing distributor), 362 T. Pinpin St., Manila. WTD 3/14/62.

361 Electric Transmission, Distribution Equipment

Netherlands

Digital v. meters. Direct purchase and agency. Peekel Laboratorium voor Electronica N.V. (importing distributor), 1 Alblasstraat, Rotterdam. WTD 7/17/61.

362 Electrical Industrial Apparatus

Pakistan

Electric welding equipment, 250-300 amps.; electric spot welding. Direct purchase and agency. International Friends (importing distributor, manufacturer, dealer), Czernin Palace, Bank Sq., The Mall, Lahore. WTD 4/12/62.

363 Household Appliances

Germany

Combination washing machines-dryers, refrigerators, deep freezers. Gregor Ferschoth GmbH (wholesaler), Postfach 169, Duelken/Rhld. WTD 4/6/62.

Electric household appliances, such as mixers, toasters, irons, refrigerators, dish washers, washing machines. W. Meier & Co. (wholesaler), 8 Moltkestr., Koeln. WTD 1/6/61.

Ghana

Hot water heaters, pressure and non-pressure types, 1-50 gal. capacity; operating on 230 v. a.c. for home use, 240-400 v. 3 ph. connections for institutional use. Standard Electric Co. (importing distributor, manufacturer's agent), P.O. Box 17, Accra. WTD 2/15/61.

365 Radio, Television Sets

Germany

Radio, television sets, accessories. W. Meier & Co. (wholesaler), 8 Moltkestr., Koeln. WTD 1/6/61.

367 Electronic Components, Accessories

Belgium

Radio, television set supplies. Direct purchase and agency. Ets. Marcel Ponjaert, S.P.R.L. (importer, exporter), 93 ave. Coghen, Brussels. WTD 1/18/61.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Australia

Regulating magnets that can be set to pick up given weight (up to 14 lb.) Direct purchase and agency. S. Hoffnung & Co., Ltd., Nr. N. Thompson (importing distributor), 153 Clarence St., Sydney. WTD 7/6/60.

371 Motor Vehicles, Equipment

Canada

Automotive equipment. John Millen & Sons, Ltd., 639 St. James St. W., Montreal. WTD 4/11/62.

France

Automobile accessories, spare and replacement parts, preferably from surplus stocks, for automobiles, trucks, other vehicles of U.S. origin. Direct purchase and agency. Matam (Besson & Maurandy) (wholesaler), 5 Impasse St.-Aubin, Boite Postale 475, Toulouse, Haute-Garonne. WTD 4/11/62.

Driving belts with special qualities, of novel materials including asbestos. Ets. Ch. Montbahut (trader, importer), 1 rue Lord-Byron, Paris 8. WTD 12/21/61.

Automobiles. Rome Garage (importing distributor), 114 rue de Rome, Marseille. WTD 4/12/62.

Germany

Nozzles, spares for diesel injection pumps, related items. Direct purchase and agency. Autotechnik Webendoerfer KG (importing distributor, manufacturer's agent), Tratzigerstr. 24, Hamburg-Wandsbek. WTD 4/13/62.

Mexico

Automobile parts. Cia. Mexicana de Equipos y Herramientas, S.A. (importer, manufacturer, commission agent), Calz. Ermita Ixtapalapa 952, Mexico 13, D.F. WTD 4/9/62.

372 Aircraft, Parts

Netherlands

Special antivibration mountings, other rubber aviation parts for engines, airframes. Direct purchase and agency. N.V. Technische Handelmaatschappij Bergmann (importing distributor), 39 Hoogstraat, Rotterdam 1. WTD 10/19/61.

373 Ship, Boat Building, Repairing

Canada

Marine parts, accessories. John Millen & Sons, Ltd., 639 St. James St. W., Montreal. WTD 4/11/62.

384 Surgical, Medical, Dental Instruments, Supplies

Belgium

Ophthalmic instruments. F. J. M. Draeck (importer, exporter, wholesaler), 51-53 Ketstraat, Antwerp. WTD 4/5/62.

Ceylon

Electrician's rubber gloves stamped and tested 10,000 v.; samples requested. Chief Telecommunication Engineer's Office (Government agency), 259 Galle Rd., Colombo 3.

France

Hearing aids, devices, primarily complete miniature behind-the-ear instruments, eyeglass-type hearing aids with transistors. Direct purchase and agency. Jean Contou (Centre Audiometrique du Quercy) (wholesaler, retailer), 3 rue du Marechal-Foch, Cahors, Lot. WTD 9/27/61.

Saudi Arabia

Hospital, laboratory equipment. Direct purchase and agency. Batterjee National Pharmaceutical Stores & Pharmacies (wholesaler, retailer, importer), P.O. Box 2, Jidda. WTD 11/17/60.

385 Ophthalmic Goods

Belgium

Spectacle frames, glasses. F. J. M. Draeck (importer, exporter, wholesaler), 51/53 Ketstraat, Antwerp. WTD 4/5/62.

Netherlands

Sunglasses. Direct purchase and agency. Firma Hugo Schloss (importing distributor, manufacturer's agent), 1 Richard Wagnerstraat, Amsterdam. WTD 12/21/61.

386 Photographic Equipment, Supplies

Austria

Color film (neutral). Direct purchase and agency. Austria-Fotochemie H. G. Schaeffer (importing distributor, manufacturer's agent), 26 Zollamtsstrasse, Linz/Donau. WTD 4/5/62.

394 Toys, Amusements, Sporting, Athletic Goods

Netherlands

Plastic toys. Direct purchase and agency. Firma Hugo Schloss (importing distributor, manufacturer's agent), 1 Richard Wagnerstraat, Amsterdam. WTD 12/21/61.

399 Miscellaneous Manufacturing Industries

Netherlands

Combs, toothbrushes, toilet goods. Direct purchase and agency. Firma Hugo Schloss (importing distributor, manufacturer's agent), 1 Richard Wagnerstraat, Amsterdam. WTD 12/21/61.

509 Miscellaneous Wholesalers

Netherlands

White, colored cotton thread waste; new, soft white, colored gauze waste; colored cotton curtain scrap; tarred, untarred old hemp ropes. Fabriek voor Machinaal Breeuwwerk v/h Joh. Smit N.V. (N.V. Dutch Oakum Works) (importer, manufacturer), 4-10 Westerkade, Schiedam. WTD 4/9/62.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

012 Fruit, Tree Nut, Vegetable Farm Products

Trinidad

Apple, grapes. Kelvin A. Johnston & Co., Ltd. (importer, retailer), 149 Charlotte St., Port of Spain. WTD 12/22/61.

196 Small Arms Ammunition

Germany

Tracer ammunition for army, air force pistols, use on airfields. W. Wienkoop (importer, wholesaler, commission merchant), 27 Duesseldorf Str., Muelheim/Ruhr. WTD 6/13/60.

200 Food

Canada

Canned, packaged food products for chainstore distribution. William Mara Co., Ltd. (manufacturer's agent), 234 Eglinton Ave. E., Toronto, Ontario. WTD 4/9/62.

202 Dairy Products

Saudi Arabia

Evaporated, powdered milk, cheese. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

France

Fruit juices; canned fruits, vegetables, preserves, dietetic foods. Transexim (importing distributor, commission merchant), 1 rue de Magenta, Mulhouse (Haut-Rhin). WTD 4/4/62.

Saudi Arabia

Canned vegetables, fruits, juices, sauces, spices, fish, seafoods. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

Trinidad

Split peas, red beans. Kelvin A. Johnston & Co., Ltd. (importer, retailer), 149 Charlotte St., Port of Spain. WTD 12/22/61.

204 Grain Mill Products

Saudi Arabia

Rice, wheat flour, grains. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

207 Confectionery

Saudi Arabia

Gum drops, chocolates, other candy, chewing gum. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

209 Miscellaneous Foods

Saudi Arabia

Ghee, vegetable oils, edible fats. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

210 Tobacco Manufactures

Saudi Arabia

Cigarettes, tobacco, cigars. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

220 Textile Mill Products

Austria

Various kinds of piece goods, particularly cotton, manmade fiber textiles

for ladies' dresses, blouses, men's shirts, similar garments. Friedrich Strasser, Textilien-Repraesentanzen (manufacturer's agent), 52/26 Lang Gasse, Vienna VIII. WTD 12/21/61.

England

Linings for raincoats, overcoats, fancy, checks, stripes, in cotton and/or manmade fibers, dry cleanable. Stanhope Mills, Ltd. (manufacturer's agent), 9 Duck Lane, London W. 1. WTD 3/19/62.

Netherlands

Men's, women's rainwear fabrics, shirtings; printed nylon, rayon, cotton fabrics. Firma Julius Meijer (manufacturer's agent), 84 Rokin, Amsterdam. WTD 4/5/62.

Switzerland

All types of fabrics for men's, women's clothing; synthetic fabrics for dressing gowns, width 47 or 45 in. Edwin Wetli's Erben (manufacturer's agent), Selnaustrasse 15, Zurich (Postfach Zurich 23). WTD 4/10/62.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

Belgium

Silk, nylon, taffeta, acetate, synthetic fabrics, magic crepe (sand crepe), satin for ladies', children's wear. Ets. E. A. Fachler (importer, retailer, wholesaler, commission merchant), 55 Plantijn en Moretuslei, Antwerp. WTD 4/3/62.

225 Knitwear

Saudi Arabia

Men's knitted gloves. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

229 Miscellaneous Textile Goods

England

Fabric for bookbinding. G. R. Wolfe Barry (manufacturer's agent), 5 Evelyn House, Hornton St., London, N. 8. WTD 4/6/62.

230 Apparel

Germany

High-quality sports clothing for men and women. Ilse Williams (manufacturer's agent), 11 Kaiser-Friedrich-Ring, Duesseldorf-Oberkassel. WTD 7/20/61.

238 Miscellaneous Apparel, Accessories

France

Garters, suspenders for holding stockings, adapted for fastening to corsets, belts. R. R. De Villoutreys (commission agent), 10 rue Martin-Bernard, Paris 13. WTD 12/21/61.

Saudi Arabia

Men's gloves. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

Guinea Economic Mission Visiting U.S. To Strengthen Trade Ties

The Government of Guinea has sent an economic and commercial mission to the U.S. to discuss means of strengthening economic ties between the two countries.

Members of the mission, now visiting in the Mid-West will be in Washington May 9 and 10 and in New York May 11-16. The group is led by Moussa Diakite, Governor of the Bank of Guinea.

The mission would like to meet with U.S. firms which are interested in trading with Guinea or in participating in the country's economic development.

The delegation especially wants meetings with companies interested in investing in the development of Guinea's extensive mineral resources or in investigating other investment opportunities.

The Government of Guinea has said it welcomes foreign private investment there, preferably on a joint venture basis with the Government.

Early this month the Government enacted an investment law providing certain tax concessions and guarantees for foreign investors.

The Mission can be contacted in Washington through the Embassy of Guinea at 2112 Leroy Place, NW., Washington, D.C.

Delegation members may be contacted in New York through the Mission of the Republic of Guinea to the U.S., 17 E. 73d St., New York 21, N.Y

262 Paper Mills

France

All paper used in printing, publishing; in spools and reams. Exclusive agency. Papeteries Teka (importer, wholesaler, manufacturer's agent), 77 rue de Colombes, Courbevoie (Seine). WTD 12/21/61.

263 Paperboard Mills

England

Paperboard for bookbinding. G. R. Wolfe Barry (manufacturer's agent), 5 Evelyn House, Hornton St., London, N. 8. WTD 4/6/62.

France

Cardboard used in printing, publishing. Exclusive agency. Papeteries Teka (importer, wholesaler, manufacturer's agent), 77 rue de Colombes, Courbevoie (Seine). WTD 12/21/61.

281 Industrial Chemicals

Austria

Industrial chemicals for paper, textile, leather, building industries. Erich Wirth (manufacturer's agent, broker), 34 Kaiserstrasse, Vienna VII. WTD 12/21/61.

France

Antioxydants. Compagnie Francaise des Fers & Aciers—COFERACIER (manufacturer, dealer, commission agent), 22 rue du General Foy, Paris 8. WTD 12/21/61.

Iran

Dyestuffs, pigments; water phase, oil phase. A. George Nathanson & Associates (commission agent), P.O. Box 1482, Tehran. WTD 4/4/62.

Pakistan

Creosote oils, coal tar. Lona Traders (commission merchant), 19-A Hall Rd., Lahore. WTD 3/28/62.

Turkey

White lead. Yako Baruh & Co. (importer, wholesaler, sales agent), P.O. Box 190, Istanbul. WTD 3/9/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

France

Reinforcing fillers, cellulose resins, melamin resins, artificial iron oxides, white polyesters such as polyurethan, acrylic binders. Compagnie Franco-Americaine des Metaux & Minerais-COFRAMET (commission agent), 22 rue du General Foy, Paris 8. WTD 12/21/61.

Butadien/styren resins for paints, rubber industry; synthetic rubber (GRS and acrylic nitrile); synthetic latex. Compagnie Francaise des Fers & Aciers-COFERACIER (manufacturer, dealer, commission agent), 22 rue du General Foy, Paris 8. WTD 12/21/61.

Germany

New types of plastic raw materials. Karl Wissmann (manufacturer's agent), 3 Xantenerstr., Koeln-Riehl. WTD 3/28/62.

Italy

Plastics materials, silicon rubber in semifinished form, such as sheet, tube.

Indart S.r.L. Industria Articoli Tecnici. Attention: Dr. Luciano Pesce (importer, distributor, wholesaler), Via Monte Oppio 9, Rome. WTD 3/20/61.

283 Drugs

Canada

Pharmaceuticals for food chainstore distribution. William Mara Co., Ltd. (manufacturer's agent), 234 Eglinton Ave. E., Toronto, Ontario. WTD 4/9/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Canada

Cosmetics for food chainstore distribution. William Mara Co., Ltd. (manufacturer's agent), 234 Eglinton Ave. E., Toronto, Ontario. WTD 4/9/62.

311 Leather Tanning, Finishing

England

Leather for bookbinding. G. R. Wolfe Barry (manufacturer's agent), 5 Evelyn House, Hornton St., London, N. 8. WTD 4/6/62.

315 Leather Gloves, Mittens

Saudi Arabia

All kinds of men's gloves. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

321 Flat Glass

Germany

Drawn sheet glass, polished plate glass, tempered glass, cast glass. Robert Mulka (manufacturer's agent), Rosenstr. 11, Hamburg 1. WTD 12/21/61.

322 Glass, Glassware

Germany

Decorative glass cookware. Wilhelm Felder GmbH (importer, wholesaler), 117-21 Preussenring, Krefeld. WTD 7/25/61.

Hollow glass bricks. Robert Mulka (manufacturer's agent), Rosenstr. 11, Hamburg 1. WTD 12/21/61.

Philippines

Bar, restaurant glassware. Philippine-American Trading Corp. (importing distributor, manufacturer's agent), 301 Quisumbing Bldg., Dasmarinas, Manila. WTD 4/11/62.

326 Pottery

Germany

Vitreous, semivitreous bathtubs, basins. Willi Mundorf KG (manufacturer's agent), 3 Maastrichterstr., Koeln. WTD 3/21/62.

Ceramic sanitary fixtures. Herbert Krueger (manufacturer's agent), 162 Heintzmannstr., Bochum. WTD 5/29/61.

Philippines

Bar, restaurant dishes. Philippine-American Trading Corp. (importing distributor, manufacturer's agent), 301 Quisumbing Bldg., Dasmarinas, Manila. WTD 4/11/62.

Trade Paper Started In Singapore

A privately owned commercial newspaper, devoted primarily to the promotion of U.S.-Singapore commerce, began operations recently in Singapore.

The paper, *The Eastern American Monthly Trade Gazette*, would welcome trade literature from U.S. companies and trade associations.

Address letters and inquiries to the Editor, The Eastern American, P.O. Box 21, Thomson Rd., Singapore 20.

327 Concrete, Gypsum, Plaster Products

Italy

Antiacid cements, solutions, resins. Societa Cima (importing distributor), Via Brunetti 9, Milan. WTD 11/17/61.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

England

Abrasives. G. R. Wolfe Barry (manufacturer's agent), 5 Evelyn House, Hornton St., London, W. 8. WTD 4/6/62.

331 Steel Mill Products

Pakistan

Mild steel billets, plates, sheets; steel tubing; railway carriage springs: bogie, buffer, axleboxes; railway carriage, locomotive steel wheels, axles. Lona Traders (commission merchant), 19-A Hall Rd., Lahore. WTD 3/28/62.

333 Primary Smelting, Refining Nonferrous Metals

Pakistan

Ingot tin, antimony, lead pig. Lona Traders (commission merchant), 19-A Hall Rd., Lahore. WTD 3/28/62.

335 Rolling, Drawing, Extruding Nonferrous Metals

Germany

Zinc sheets, copper tubes for plumbing purposes. Herbert Krueger (manufacturer's agent), 162 Heintzmannstr., Bochum. WTD 5/29/61.

Pakistan

Copper rods, tubes. Lona Traders (commission merchant), 19-A Hall Rd., Lahore. WTD 3/28/62.

336 Nonferrous Foundries

Norway

All types of ship propellers for Norwegian merchant fleet. Johan Troye A/S Agenturforretning (manufacturer's agent), C. Sundtsgate 60, Bergen. WTD 3/8/62.

342 Cutlery, Handtools, General Hardware

England

Small handtools. G. R. Wolfe Barry (manufacturer's agent), 5 Evelyn House, Hornton St., London, W. 8. WTD 4/6/62.

Saudi Arabia

Workshop handtools. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

343 Heating Apparatus, Plumbing Fixtures

Germany

Plumbers', fitters' supplies of all varieties, such as copper tube fittings, cast-iron bathtubs. Herbert Krueger (manufacturer's agent), 162 Heintzmannstr., Bochum. WTD 5/29/61.

Enameled iron, cast iron, pressed metal bathtubs, basins, water boilers; fittings for sanitary installation. Willi Mundorf KG (manufacturer's agent), 3 Maastrichterstr., Koeln. WTD 3/21/62.

344 Fabricated Structural Metal Products

Pakistan

Railway boilers, flue tubes. Lona Traders (commission merchant), 19-A Hall Rd., Lahore. WTD 3/28/62.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

Austria

Screw, nut locking devices; small iron hardware articles; steel hardware forgings, castings. Heinrich Musil (manufacturer's agent), 64 Zieglergasse, Vienna VII. WTD 12/21/61.

349 Miscellaneous Fabricated Metal Products

Austria

Flat springs, hardware articles. Heinrich Musil (manufacturer's agent), 64 Zieglergasse, Vienna VII. WTD 12/21/61.

Germany

Plumbers' malleable cast-iron fittings, forged steel flanges. Herbert Krueger (manufacturer's agent), 162 Heintzmannstr., Bochum. WT D5/29/61.

Norway

Aluminum foil (gold, silver), laminated with vegetable greaseproof paper for packaging butter, margarine. Carsten Taraldsen A/S (manufacturer's agent), 13 Dronningensgate, Oslo. WTD 3/30/62.

Saudi Arabia

Steel, brass other pipefitting hardware. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission

agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

351 Engines, Turbines

Germany

Outboard motors. Heinz Korte "Touring Sport" (importer, retailer), 189/91 Luxemburgerstr., Koeln/Rhein. WTD 11/24/59.

352 Farm Machinery, Equipment

Philippines

Small farm tractors, 10 to 35 hp. Bormaheco, Inc. (importing distributor), 245 Buendia Ave., Makati, Rizal. WTD 3/2/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Austria

Excavating, earthmoving machines, pay loaders, tippers, dumpers, cranes, hoists, concrete mixers, similar equipment. S. Braun Baustoffgrosshandlung (wholesaler), 7 Dampierrestrasse, Vienna XIV. WTD 12/21/61.

Philippines

Logging machinery, equipment. Bormaheco, Inc. (importing distributor), 245 Buendia Ave., Makati, Rizal. WTD 3/2/61.

354 Metalworking Machinery, Equipment

Austria

Plate shears, press brakes, sheet metal folding machines, similar equipment. Viktor Soucek (manufacturer's agent, importing distributor), 43 Keplerstrasse, Graz/Styria. WTD 5/4/61.

England

Electric handtools. G. R. Wolfe Barry (manufacturer's agent), 5 Evelyn House, Hornton St., London, W. 8. WTD 4/6/62.

France

Machine tools, other industrial equipment. Transexim (importing distributor, commission merchant), 1 rue de Magenta, Mulhouse (Haut-Rhin). WTD 4/4/62.

Germany

Machine tools for metal cutting, shaping, such as planing, slotting, broaching machines; accessories, tools for these machines. Ernst Goebel, Werksvertretungen (importer, manufacturer's agent), 354 Luxemburgerstr., Koeln-Klettenberg. WTD 5/9/61.

Cylindrical grinding machines. Eugen Roeber (manufacturer's agent), 8 Rosenstr., Duesseldorf. WTD 5/19/61.

Machine tools. Karl Wissmann (manufacturer's agent), 3 Xantenerstr., Koeln-Riehl. WTD 3/28/62.

Italy

Metallurgical apparatus. Giraudi-Industria Elettromeccanica, S.r.l. (manufacturer, importing distributor), Cisano Bergamasco (Bergamo). WTD 7/20/61.

Construction Projects Open in Pakistan

Three new projects in Pakistan, estimated to cost a total of over $1.5 million, have been opened to U.S. bidders.

- The first project calls for construction of seven reinforced concrete cargo jetties, including earthwork, bank protection, and roadbuilding.
- The second covers construction and placing of 12 steel pontoons with related gangways.
- The third calls for construction of two inland water passenger terminals including cargo sheds and related work.

Bids should reach the Chairman, Inland Water Transport Authority, P.I.D.C. House, Montijheel, Dacca, East Pakistan, by 10 a.m., June 1.

Tender documents for each project are available on loan from the Business Services Division, U.S. Department of Commerce, Washington 25, D.C., or from NEDECO, Engineering Consultants, Bergen Dalseweg 61, Nijimegen, Netherlands.

Lathes, milling machines, gear cutting machines, grinding machines, 5-10 ton presses. Indart S.r.L. Industria Articoli Tecnici. Attention: Dr. Luciano Pesce (importer, distributor, wholesaler), Via Monte Oppio 9, Rome. WTD 3/20/61.

Pakistan

Lathes; steel turning machines; machines for making spare parts for railway carriages, electrical motors. Lona Traders (commission merchant), 19-A Hall Rd., Lahore. WTD 3/28/62.

Saudi Arabia

Small power tools. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

355 Special Industry Machinery

Germany

Weaving mill machinery, equipment. Karl Wissmann (manufacturer's agent), 3 Xantenerstr., Koeln-Riehl. WTD 3/28/62.

Italy

Equipment for production, use of gases (oxygen, hydrogen, acetylene, argon). S.A.P.I.O. (importing distributor), Via S. Pellico 48, Monza (Milan). WTD 1/25/62.

356 General Industrial Machinery, Equipment

Austria

Heavy industrial machinery, equipment. Erich Wirth (manufacturer's agent, broker), 34 Kaiserstrasse, Vienna VII. WTD 12/21/61.

Germany

Roller bearings of all kinds. Karl Marke, Waelzlager (wholesaler), 38 Bahnstr., Duesseldorf. WTD 3/14/61.

Packaging machines. Karl Wissmann (manufacturer's agent), 3 Xantenerstr., Koeln-Riehl. WTD 3/28/62.

Multiple packaging, bundling machines for wrapping several parts into one package; carton, case filling machines; general purpose filling, sealing machines for liquids. M. Schmeling & Co. OHG (manufacturer's agent), 1 Rembrandtstr., Duesseldorf. WTD 4/3/62.

Spain

Cardboard box staple machines. Asociación Comercial del Exterior, S.L. (Acoex) (importing distributor), General Mola 75, Madrid 6. WTD 2/13/61.

357 Office, Computing, Accounting Machines

France

Office equipment. Agency on commission basis. S.O.P.R.E.X. (Société de Placement, Recherche et Exploitation) (commission agent), 2 rue Eugene Labiche, Paris 16. WTD 10/6/61.

Philippines

Shorthand typewriters. Fraisac Business Machines Corp. (importing distributor, manufacturer's agent, manufacturer), Trinity Bldg., San Luis St., Manila. WTD 7/21/61.

Office equipment. Aboitiz Marketing Corp. (importing distributor, manufacturer's agent), P.O. Box 219, Manila. WTD 5/10/61.

Office equipment. Philippine-American Trading Corp. (importing distributor, manufacturer's agent), 301 Quisumbing Bldg., Dasmarinas, Manila. WTD 4/11/62.

358 Service Industry Machines

France

Commercial electric dishwashers, built-in and portable; 50 c., 110, 125, 220 v. Agency and distributorship for France or section, with financial responsibility if desired. Société Saimpex-Aero (manufacturer's agent, distributor), 28 rue Rambaud, La Rochelle, Charente-Maritime. WTD 2/28/62.

Philippines

Refrigeration, air-conditioning equipment, parts. P.G. Miranda, Inc. (importing distributor, manufacturer), 450 Pureza Extension, Manila. WTD 9/13/61.

Bar, restaurant equipment. Philippine-American Trading Corp. (importing distributor, manufacturer's agent), 301 Quisumbing Bldg., Dasmarinas, Manila. WTD 4/11/62.

Saudi Arabia

Room air conditioners; electric, kero-

sene, liquid petroleum gas. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

360 Electrical Machinery, Equipment, Supplies

Lebanon

Television, electronic apparatus, spare parts; industrial electronic apparatus, spare parts. G. M. Dolmadjian (importer, exporter), Mar Mitr St., Dr. H. Saade Bldg., Beirut. WTD 7/3/61.

361 Electric Transmission, Distribution Equipment

England

Electronic testing, measuring equipment. R. H. Cole (overseas), Ltd. (importers), 2 Caxton St., Westminster, London, S.W.1. WTD 4/2/62.

362 Electrical Industrial Apparatus

Pakistan

Graphite electrodes. Lona Traders (commission merchant), 19-A Hall Rd., Lahore. WTD 3/28/62.

363 Household Appliances

France

Electric dishwashers, built-in and portable; 50 c., 110, 125, 220 v. Agency and distributorship for France or section, with financial responsibility if desired. Société Saimpex-Aero (manufacturer's agent, distributor), 28 Rue Rambaud, La Rochelle, Charente-Maritime. WTD 2/28/62.

Germany

Cooking stoves; oil, gas stoves; refrigerators, laundry machines; new household items. Ulrich P. Knispel (manufacturer's agent), 73 Nellinger Str., Scharnhausen nr. Stuttgart. WTD 4/12/62.

Dishwashers. Paul Simon (manufacturer's agent), Postfach 6101, City Hochhaus, Duesseldorf. WTD 7/24/61.

Electric household appliances, such as toasters, irons, immersion heaters, mixers. Hansa Elektro-Vertrieb (manufacturer's agent), 9-13 Norrenbergstr., Wuppertal-Barmen. WTD 12/29/60.

Small, large electric household appliances, such as toasters, mixers, coffee machines, washing machines, dishwashers. Dipl. Ing. Otto Heilmann (manufacturer's agent), 25 Coburgerstr., Bonn/Rhein. WTD 3/20/62.

Electric home heaters. Willi Mundorf KG (manufacturer's agent), 3 Maastrichterstr., Koeln. WTD 3/21/62.

Pakistan

Surplus or used machines for garment industry: 2 needle machines for overlocking side seams; 2 needle machines for sleeve inserting, buttonholing, button sewing, collar trimming and inserting; fusing machines. S.S.S. Industries Corp. (manufacturer), 6 Halai Bldg., 176 Napier Rd., Karachi 2. WTD 10/20/53.

Inclined Cable Railway Asked in Greece

The Greek National Tourist Organization, 4 Stadiou St., Athens, is inviting bids until June 16 for construction of an inclined cable railway on Mount Lycabettus, Athens.

The invitation includes the supply of mechanical and electrical material, as well as all necessary equipment for its operation.

Plans pertaining to this project are available from the firm of Spyros Barbas, 10-12 Aristidou St., Athens, for about $4.35 (130 drachmas).

A set of documents, including specifications and special terms, without plans, is available on loan to firms domiciled in the U.S. from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

364 Electric Lighting, Wiring Equipment

France

Modern lighting appliances. Ets. Gerfaux (manufacturer), 12 rue d'Enghein, Paris 10e. WTD 12/21/61.

Germany

Electric switches for home, industrial purposes. Hansa Elektro-Vertrieb (manufacturer's agent), 9-13 Norrenbergstr., Wuppertal-Barmen. WTD 12/29/60.

Electrical materials, such as cables, wire, tubes. Willi Mundorf KG (manufacturer's agent), 3 Maastrichterstr., Koeln. WTD 3/21/62.

Pakistan

Underground electric cables. Barma & Co. (manufacturer's agent, commission merchant), 24 Badri Bldg., Mcleod Rd., Karachi. WTD 3/22/61.

365 Radio, Television Sets

Germany

Low-priced radios, television sets, tape recorders for 220 v., a.c., single ph., 50 c.; also portable, battery-powered ones. Heinz Mascher (manufacturer's agent), Simrockstr. 3, Hanover. WTD 12/21/61.

366 Communication Equipment

Greece

Telecommunication equipment, supplies: appliances, radios, TV sets, telephones, intercommunication systems. "TECORE" Techno-Commercial Representations (commission merchant), 21 Voulis St., Athens. WTD 9/15/60.

367 Electronic Components, Accessories

England

Electronic components. R. H. Cole (overseas), Ltd. (importer), 2 Caxton St., Westminster, London, S.W.1. WTD 4/2/62.

France

Magnetic tape recorders, related equipment. Agency for southwest France. Bernard Thiollier (sales agent), 78 Quai des Chartrons, Bordeaux, Gironde. WTD 4/25/61.

Italy

Electronic components, semifinished products for electronic, electrical industries. Riccardo Beyerle dei Fratelli M. & W. Beyerle (importing distributor), Via Donizetti 37, Milan. WTD 1/26/62.

371 Motor Vehicles, Equipment

Pakistan

Automobiles, trucks; gas, diesel. Lona Traders (commission merchant), 19-A Hall Rd., Lahore. WTD 3/28/62.

372 Aircraft, Parts

South Africa

Aircraft, aircraft accessories, instruments, electronic equipment. Atalanta Industries Pty., Ltd. (wholesaler, retailer, manufacturer's representative), 8/10 Simmonds St. S., Selby, Johannesburg. WTD 12/8/61.

373 Ship, Boat Building, Repairing

Netherlands

Fiber-glass pleasure boats. N. V. Jafranc Handelmaatschappij (manufacturer's agent), Prinsengracht 359, Amsterdam. WTD 12/21/61.

381 Engineering, Laboratory, Scientific, Research Instruments

Ceylon

Laboratory apparatus, equipment; scientific instruments, allied products; visual aids to education; teaching models, science kits for practical demonstration in biology, botany, chemistry, physics, zoology, veterinary science, agriculture, engineering. Ernest H. Vijaya Sinha (manufacturer's agent), 25 Caffoor Bldg., Main St., Colombo. WTD 2/27/61.

England

Precision scientific instruments. R. H. Cole (overseas), Ltd. (importer), 2 Caxton St., Westminster, London, S.W.1. WTD 4/2/62.

France

Laboratory equipment. Agency on commission basis. S.O.P.R.E.X. (Societe de Placement Recherche et Exploitation) (commission agent), 2 rue Eugene Labiche, Paris 16. WTD 10/6/61.

Philippines

Laboratory equipment. Benitez & Co., Inc. (importing distributor, manufacturer's agent, exporter), Puyat Bldg., Escolta St., P.O. Box 1161, Manila. WTD 3/9/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Italy

Industrial testing apparatus. Giraudi-Industria Eletromeccanica, S.r.l. (manufacturer, importing distributor), Cisano Bergamasco (Bergamo). WTD 7/20/61.

Pakistan

Water meters. Barma & Co. (manufacturer's agent, commission merchant), 24 Badri Bldg., Mcleod Rd., Karachi. WTD 3/22/61.

384 Surgical, Medical, Dental Instruments, Supplies

Ceylon

Surgical dressings, instruments; hospital equipment. Ernest H. Vijaya Sinha (manufacturer's agent), 25 Caffoor Bldg., Main St., Colombo. WTD 2/27/61.

Lebanon

Electrocardiograph, basal metabolism, electromedical apparatus, laboratory equipment, spectrophotometer, sterilizer, drums, autoclave tapes, operating table, surgical light, anesthetic, oxygen therapy apparatus, mechanical beds and other hospital furniture, surgical instruments and gloves, sutures, sphygmomanometers, stethoscopes, X-ray accessories, rubber goods, bandages. G. M. Dolmadjian (importer, exporter), Mar Mitr St., Dr. H. Saade Bldg., Beirut. WTD 7/3/61.

Saudi Arabia

Men's safety gloves. Nassir Hazza & Bros. (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 12, Alkhobar. WTD 8/1/61.

386 Photographic Equipment, Supplies

France

Cameras, accessories, movie outfits for amateurs; microfilms, related supplies. Agency for southwest France. Bernard Thiollier (sales agent), 78 Quai des Chartrons, Bordeaux, Gironde. WTD 4/25/61.

Philippines

New, rebuilt camera platemaking equipment, graphic arts equipment. Suter, Inc. (importing distributor, manufacturer's agent), 601-3 Echague, Manila. WTD 3/13/61.

394 Toys, Amusements, Sporting, Athletic Goods

Ceylon

Educational toys, Ernest H. Vijaya Sinha (manufacturer's agent), 25 Caffoor Bldg., Main St., Colombo. WTD 2/27/61.

England

Toys, games. Caldo Products, Ltd. (distributor), 6-7 Empire Yd., Holloway Rd., London N. 7. WTD 11/16/61.

France

High quality toys, plastic construction games. Agency with financial responsibility. Societe J. Dupuis "Modeles Reduits Diffusion" (importer, manufacturer), 5 Ave. de la Republique, Paris 11e. WTD 12/21/61.

395 Pens, Pencils, Other Office, Artists' Materials

Australia

Fountain pens, ballpoint pens, mapping pens, propelling pencils, stylographs, drawing instruments. Gibson Kelite Industries, Ltd. (manufacturer), 350 Reserve Rd., Cheltenham, Melbourne. WTD 3/26/62.

Ceylon

Ballpoint pens. K.M. Shah & Co. (importing distributor, manufacturer's agent), 92-1/1 Main St., Colombo 11. WTD 3/29/62.

England

Drawing office materials. G. R. Wolfe Barry (manufacturer's agent), 5 Evelyn House, Hornton St., London, N. 8. WTD 4/6/62.

Germany

Dialing pencils. Wilhelm Felder GmbH (importer, wholesaler), 117-21 Preussenring, Krefeld. WTD 7/25/61.

Norway

Ballpoint pens. Chr. Farup (manufacturer's agent), 32 Dronningensgate, Oslo. WTD 4/7/62.

399 Miscellaneous Manufacturing Industries

England

Portable fire extinguishers, charges. G. R. Wolfe Barry (manufacturer's agent), 5 Evelyn House, Hornton St., London, N. 8. WTD 4/6/62.

Novelties, decorative articles, such as Christmas trees. Caldo Products, Ltd. (distributor), 6-7 Empire Yd., Holloway Rd., London, N. 7. WTD 11/16/61.

Germany

Brushes, brooms. Fritz Werner (manufacturer's agent), Postfach 1933, Essen. WTD 3/27/62.

New Zealand

Coin-operated children's amusement machines. Hadfield's Automatic Machinery (1961), Ltd. (manufacturer), P.O. Box 9288, Newmarket, Auckland. WTD 3/20/62.

Switzerland

Novelties suitable for sale in drugstores, department stores. Herba Herbert Bauer A.G. (importing distributor, manufacturer), 62 Tannwaldstrasse, Olten. WTD 3/30/62.

509 Miscellaneous Wholesalers

Austria

Textile waste, used textiles, raw materials of all kinds. Tomsits & Co., Gesellschaft mbH (importing distributor, wholesaler), 1 Freiligrathstrasse, St. Poelten-Spratzern. WTD 12/21/61.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

209 Miscellaneous Food Products

Greece

Foodstuffs, black or green olives, cheese, preserves, wines, seafoods. Touliatos Co., Ltd. (exporter), 69 University Ave., Athens. WTD 6/9/59. Leaflet.★

212 Cigars

Netherlands

Dutch cigars, cigarillos of Java, Sumatra, Brazil leaf. Direct or through agents. Compania Cadena Cigar Works N.V., Export Office (export dept. of manufacturer), 180a Noordsingel, Rotterdam. WTD 4/9/62.

Dutch cigars, cigarillos of Java, Sumatra, Brazil leaf. Direct or through agents. N.V. Sigarenfabriek Gebr. Claassen (Claassen Bros. Cigar Works) (export dept. of manufacturer), 180 Noordsingel, Rotterdam. WTD 4/9/62.

228 Yarn Spinning Mills

Belgium

Knitted wearing apparel for men, women, children, pullover sweaters. Direct or through agents. Monaco (Dehaen-Dewitte & Zoon) (manufacturer, wholesaler, exporter), 224 Mercatorstraat, St. Niklaas-Waas. WTD 4/16/62. Samples.★

Portugal

Cotton yarn (carded, combed for textile industry); cotton cloth towels (gray, bleached, dyed, stamped). Importers and specialized agents required. Joaquim Eduardo Alves & Filhos, Export Dept. (exporter), Rua Goncalo Cristovao, 314, Oporto. WTD 2/14/62.

229 Miscellaneous Textile Goods

Sweden

"Gamlestadens" tablecloths. Direct to exclusive U.S. gift shops. Gamlestadens Fabrikers Aktiebolag (manufacturer and exporter), Box 13070, Goteborg 13. WTD 12/27/60.

241 Logging Camps

Indonesia

Ebony, other kind of logs, fresh cut, export grade. Metric tons (1,000 kg.) or cubic meters. P. T. Sindo (export merchant), P.O. Box 907/Dak., 12 Djalan Kopi, Djakarta VI/8. WTD 5/19/62.

251 Wooden Furniture

Burma

Tables, chairs, settees, softs, almirah,

cots of Burmese wood, according to requirement. Aung Dagon Trading Co. (importer, exporter, commission agent), 79 15th St., Rangoon. WTD 4/12/62.

332 Steel Foundries

High-grade chromite. Approx. 2,000 tons on half-yearly basis for regular shipments. Trial shipments of about 500 tons for prompt delivery. Hyesons Steel Mills, Ltd. (exporter, wholesaler), El-Markaz, Bunder Rd., P.O. Box 7353, Karachi 3. WTD 2/7/62. Analysis Certificate.★

336 Nonferrous Foundries

Spain

Bronze chandeliers, candelabra. Good quality. Up to approximately $20,000 worth a mo. Bronze alloy of 70% pure copper, 30% zinc. Direct or through agents. Bronces Espel, S.L. (manufacturer), Claudio Coello 65, Madrid. WTD 4/3/62.

342 Cutlery

Germany

Bandsaw blades, sharpeners for blades, textile band knives, automatic circular, reciprocating blades, up to 300 mm. wide. Rudolf Alber (manufacturer), P.O. Box 25, Ebersbach/Fils. WTD 4/11/62.

355 Special Industry Machinery

Burma

Picking mechanism for weaving looms. Patented new invention. U Khin Maung (K. Moung), (designer of textile machinery and mechanisms), 42A Dubern Road, Rangoon. U.S. Patent #3,020,931.★

Germany

Special machinery for making cold, hot pressed screws, nuts, rivets, other shaped products. Direct or through agents. Maschinenfabrik Peltzer & Ehlers (manufacturer), 46-62 Bogenstrasse, Krefeld. WTD 2/12/62. Catalogs.★

357 Office Machines

Hong Kong

Handy type staplers, only 3½ in. long when folded in position, can be opened to wide angle for easy operation. Has magazine containing sufficient ¼ in. size staples for everyday use. Cost $1.63 a doz. f.o.b. Hong Kong. Fing Lee Co. (importer, exporter, manufacturer's agents), Pedder Bldg., P.O. Box 480. WTD 8/-26/60.

358 Service Machines

Germany

Carpet sweepers, other household cleaning utensils. Karl August Esser (manufacturer), 35 Im Heidewinkel, Duesseldorf-Gerresheim. WTD 3/26/62. Leaflets.★

Samples . . .

(Continued from page 825)

category of goods already produced or are examples of goods which will be produced, on condition that they are imported solely for the purpose of soliciting the orders and not for advertising purposes; are not sold or put to normal use except for purposes of demonstration or used in any way for hire or reward while in France; are capable of identification on reexportation; are nonconsumable.

Temporary importation of samples also may be effected under bond (or by depositing the amount of duties and taxes) for a period of 6 months.

This time period, however, may be extended up to 1 year.

Samples of vehicles and industrial or agricultural equipment imported under this procedure may not be demonstrated, only shown.

Temporary importation of such items for demonstration purposes is subject to special authorization of the French customs authorities.

Advertising Films

Also entitled to duty and tax-free temporary importation are certain advertising films which relate to products or equipment offered for sale if the functioning and qualities of such items cannot be adequately shown by samples or catalogs; are positives of a width not exceeding 16 mm.; are to be shown to prospective customers and not to the public; are imported in single copies.

Original French text of the new regulations may be borrowed from the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

384 Surgical, Medical Instruments

Austria

Ophthalmic, veterinary instruments for ear, nose, throat, accident departments. Direct or through agents. Alfred Schiller, Erzeugung Chirurgischer Instrumente und Apparate (manufacturer), 14 Van Switengasse, Vienna IX. WTD 4/2/62.

France

Hypodermic needles, syringes, related patented surgical instruments of various types, sizes; good quality; large quantities. Direct or through agents. Fabrique Muretaine d'Instruments de Chirurgie ("Star") (manufacturer, wholesaler, exporter), 14-16 rue Clement-Ader, Muret, Haute-Garonde. WTD 3/14/62.

386 Photographic Equipment

Italy

Metalloscope (for nondestructive industrial control). Direct or through agents. Giraudi-Industria Elettromeccanica S.r.l. (manufacturer), Cisano Bergamasco (Bergamo). WTD 7/20/61.

Spain

Galvanoplastic products (high-relief pictures). Good quality. Up to $2,000 worth a mo. Direct or through agents. Bronces Espel, S.L. (manufacturer), Claudio Coello 65, Madrid. WTD 4/3/62.

391 Silver, Plated Ware

Germany

Knives, forks, spoons, other stainless-steel kitchen articles. Minimum dm. 1000. Karl August Esser (manufacturer), 35 Im Heidewinkel, Duesseldorf-Gerresheim. WTD 3/26/62. Catalogs.★

393 Musical Instruments, Parts

France

Gut strings for musical instruments, good quality. Quantity will be stated upon receipt of inquiries. Direct or through agents. "Manucord" (Manufacture de Cordes de Boyaux) (manufacturer, wholesaler, exporter), Usine du Bleufond, Montignac-sur-Vezere, Dordogne. WTD 3/26/62.

394 Sports Equipment

Burma

Bamboo fishing poles, best quality. Aung Dagon Trading Co. (importer, exporter, commission agent), 79 15th St., Rangoon. WTD 4/12/62.

France

Underwater spearfishing equipment. "Extra" quality. At rate of $60,000 value. Direct or through agents. Watersports (manufacturer, exporter), 268 ave. de la Californie, Nice. WTD 3/20/62.

Japan

Fishing tackle: hooks; nylon snelled hooks, brass fishing swivels. Yamacho & Co., Ltd. (importer, exporter), Mitsui Bldg., 35 Nishimachi, Ikuta-ku, Kobe Port, P.O. Box 333, Kobe. WTD 3/26/62.

Netherlands

Metal frames for gocarts. Any quantity desired. Importing distributors sought in New York, Chicago, San Francisco, Los Angeles, Portland, Oregon, Miami. H.I.K., N.V. (exporter), 19 Catharina van Rennesselaan, Utrecht. WTD 12/21/61.

Sweden

Handles for tools, paint brushes; decorative novelties, giftware, dowel pins (spiral, multigrooved); spoons, toys. First class. Direct or through agents. G. Gustafsson AB (exporter), Gronskara. WTD 3/30/62. Photos.★

396 Handicraft Novelties

Argentina

Artistic creations of red porcelain. Omni-Tec., Compania Importadora y Exportadora Representaciones Tecnicas

(importer, exporter), Casilla Correro 2266, Buenos Aires. WTD 5/29/57. Information folder, photos.★

Germany

Gift articles: ashtrays, smoking sets, candlesticks; also ceramics: vases, jugs, ashtrays, flowerpots, candlesticks, hot pot services; all handwork. Karl August Esser (manufacturer), 35 Im Heidewinkel, Duesseldorf-Gerresheim. WTD 3/26/62. Leaflets.★

Tanganyika

Ebony carvings. Novelties & Book Shop (direct importer, exporter). P.O. Box 1815, Dar es Salaam. WTD 1/10/61.

399 Miscellaneous Manufacturing Industries

France

Hair-dressing combs (natural cattle horn) of fine quality, large quantities. Available in different types, sizes. Direct or through agents. Leonce Cubille & Cie. (Establissements), Boite Postale 2, Belesta, Ariege. WTD 4/25/61.

Pakistan

Foodgrains, rice, agricultural produce, leather goods, hides and skins, gypsum, salt, dried and salted fish, handloom textiles, readymade garments, rope, cotton tapes, tents and tentage materials. Atlas Industrial & Trading Corp. (contractor, exporter, importer, manufacturer's representative), 21 Chartered Bank Chambers, McLeod Rd., Karachi 2. WTD 2/2/61.

505 Farm Products, Raw Materials

Burma

Raw cotton; short, long staples. Quality equivalent to BCF/4. Direct or through agents. Fair Price Medical Stores (Mandalay) (exporter), 287 Shwe Bontha (Mogul) St. WTD 3/28/62.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

George Linzer, representing Olympia Shirt Manufacturing Co., 102 Albion St., Surry Hills, New South Wales, interested in purchasing **machinery** used in **shirt manufacturing**; also technical information on recent developments in shirt manufacturing. May 5 via New York for 2 weeks; c/o Australian Consulate General, 636 Fifth Ave., New York, N.Y. Itinerary: New York, possibly other cities.

A. K. Wenkart, representing A. K. Wenkart Pty., Ltd., 66 King St., Sydney, interested in agency for **mills** producing **laces** and **trimmings** for women's underwear, clothing, cotton poplin shirting. May 9 via Los Angeles for 1 month; c/o U.S. Department of Commerce Field Office, 1031 South Broadway, Los Angeles 15, Calif. Itinerary: Los Angeles, San Francisco, Chicago, Washington, D.C., Philadelphia, New York.

Hans Spitz, Director, Jertex Pty., Ltd., 232 Montague St., Albert Park, Melbourne, Victoria, interested in meeting with manufacturers and users of **jersey textile materials.** May 1 via New York for 1 month; c/o Haas, 269 W. 72d St., New York 23, N.Y. Itinerary: New York, Washington, D.C., Los Angeles, possibly other cities.

Austria

Hans Hirsch, representing Hans Hirsch, Leder-und Plastikwaren-Erzeugung, 34 Lastenstrasse, Klagenfurt/Carinthia, manufacturer of leather and plastic articles, interested in contacting prospective U.S. importers of **watchbands, eyeglass cases, novelty and gift items** of plastic and leather. May 2 via New York for 3 weeks; c/o Otto M. Spitz, Austrian Trade Delegate, 31 E. 69th St., New York 21, N.Y. Itinerary: New York, Washington, D.C., Chicago, Philadelphia.

Belgium

Richard Stievenart, permanent deputy in charge of industrial development of Hainaut Province, interested in meeting with U.S. firms seeking favorable **manufacturing sites** within Common Market. In U.S. for 2 months; c/o M. O. Ptak, Foreign Leaders Branch, Office of Cultural Exchange, U.S. Department of State, Washington 25, D.C. Itinerary: Dallas, El Paso, Phoenix, San Francisco, Seattle, Chicago, New York.

Ceylon

Hamza Dawoodbhoy, representing Dawoodbhoy, Ltd., 49 Fourth Cross St., Colombo 11, interested in exporting **tea, cinnamon, other spices** from Ceylon. Early May via San Francisco or Los Angeles for 3 weeks; c/o Allard & Co., 15 Williams St., New York 5, N.Y. Itinerary: Los Angeles, San Francisco, New York, Chicago, Washington, D.C.

Denmark

H. Skjodt, representing Skjodt & Boisen Kommutatorfabrik A/S, Billedskaerervej 8, Odense, interested in expanding exports of **commutators** to U.S. and visiting manufacturers of **slotting, boring machinery**; also technical information on automatic equipment for producing commutators. Apr. 26 via New York for 5 weeks; c/o Zitzewitz Engineering Associates, 29 Loretta St., Hillsdale, N.J. Itinerary: New York, Milwaukee, Chicago.

Ove Hoff (professor, engineer, editor), representing Maskin Industri, published by Teknisk Forlag A/S (Danish Technical Press), and Copenhagen Technical University, Ingeniorhuset, Vester Farimagsgade 31, Copenhagen V, interested in meeting with manufacturers of **machine tools, electrical machinery,** and **foundry products** in connection with plans to publish a special issue of *Maskin Industri* on U.S. machine industry. To lecture at International Casting Congress in Detroit, May 6-12. May 1 via New York for 6 weeks; c/o U.S. Department of Commerce Field Offices in cities on itinerary. Itinerary: New York, May 1-6; Detroit, May 6-12; Washington, D.C., May 12-14; Chicago, May 21-22.

England

K. M. Overman, representing B & M Distributing Co., 36 Shenley Rd., Borehamwood, Herts., interested in establishing contacts to import **wall coverings** and **allied lines.** May 2 via New York for 1 month; c/o Nelkens, 812 W. 181st St., New York 33, N.Y. Itinerary: New York, possibly other cities.

France

Michel Mallet, 44 bis, ave. Jean Jaures Patin (Seine), Paris, representing Univacier and Teroson & Protection Chimique (T.P.C.), interested in exclusive agency for **small tools, machine tools** and **accessories,** and **welding equipment**; also in **coating and sealing compounds** and in concluding licensing or technical cooperation agreement for Common Market. May 9 via New York for 1 month; c/o G. Wolk, Jacyn Corp., 20 E. 46th St., New York, N.Y. Itinerary: New York, Detroit, Chicago, Los Angeles.

Pierre Zannettacci, 20 rue de la Paix, Paris (1er), representing National Federation of Builders; Information Center of Union Immobiliere et Financiere, interested in trade in **construction materials** between France and U.S.; also exchange of technical information. May 5 via New York for 1 month; c/o Hotel Pierre, New York, N.Y.; French Consulates in cities on itinerary. Itinerary: New York, Boston, Chicago, Washington, D.C.

Hong Kong

William L. Ho, 805 Loke Yew Bldg., Queen's Rd., Central, representing Ho Wen Lung and Cosmic Mercantile Co., interested in **stainless-steel cutlery, readymade clothing** for women, children; also agencies for above-mentioned lines and in acting as Hong Kong buying agent for U.S. firms. Early May via Buffalo for indefinite time; c/o U.S. Department of Commerce Field Offices on itinerary. Itinerary: New York, Chicago, Los Angeles, San Francisco.

India

R. M. Agrawal, director, Transactions International Pvt., Ltd., 20 P. Mehta Rd., Bombay 1, interested in possibilities of **joint ventures** in India, also in meeting with importers of **handicrafts, Indian consumer goods,** and exporters seeking agents in India. May 11 via New York for 6 weeks; c/o United Technical Service International, 521 Fifth Ave., New

York 17, N.Y. Itinerary: New York, Philadelphia, Washington, D.C., Chicago, San Francisco, Los Angeles, Honolulu.

Richard G. Perry, representing Birla Brothers Pvt., Ltd., Industry House, Churchgate Reclamation, Bombay 1, interested in U.S. collaboration for production in India of **synthetic rubber, petrochemicals, plastics, fertilizer, detergents, chemical plant and equipment;** also sale of **textile machinery.** Apr. 27 via San Francisco for 1 month; c/o American East India Corp., 25 Broadway, New York 4, N.Y. Itinerary: San Francisco, Seattle, Houston, Pittsburgh, New York, possibly other cities.

Japan

Hirotaka Yoshida, chief, Export Section, Mitsubioshi Worsted Co., Ltd., 1295 Konobu Nakajina, Bisai City, Aichi Prefecture, interested in export sales of **worsted fabrics.** Early May via New York for 1 month; c/o Mitsubishi International Corp., 120 Broadway, New York 5, N.Y. Itinerary: Chicago, Los Angeles, San Francisco, Boston.

Kenya

B. S. Mohindra, representing B. S. Mohindra Co., Ltd., P.O. Box 1832, Nairobi, interested in exporting **African woods** and **curios** to U.S. from East Africa and India, **reed matting; parquet flooring;** and importing **photographic goods** (exclusive franchise). Early May via New York for 3 months; c/o Visitor's Dept., Standard Bank of South Africa, Ltd., 67 Wall St., New York, N.Y. Itinerary: New York, Detroit, Cleveland, Chicago, Minneapolis, Seattle, San Francisco, Los Angeles, Phoenix, Houston, Dallas, New Orleans, Washington, D.C., Philadelphia, Boston.

Lebanon

Assad J. Karam, representing own firm, P.O. Box 2620, Rue Hoyek, Beirut, interested in **dry goods, novelties, stationery.** Early May via New York for 1 month; c/o Sheraton Atlantic Hotel, 34th St. & Broadway, New York, N.Y. Itinerary; New York; Providence, R.I.; North Bergen, N.J.

Netherlands

Mrs. Martha Diatlowicky, owner, Firma H. Koppelman, 1 Veronesestraat, Amsterdam, seeks exclusive representation for sale of **spectacle frames and lenses,** outright or on commission basis. Mid-May via New York for 2 weeks; c/o U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York.

New Zealand

C. W. Mace, representing Mace Engineering, Ltd., 183 Durham St., P.O. Box 1068, Christchurch, interested in **precision jobbing engineering, tool and die making, automotive parts, engine reconditioning, machine tools, engineering supplies, mechanics' tools and equipment, steel;** also technical information on precision machine tools, specialized tool and die making machines, engine reconditioning equipment. May 3 via Honolulu for 6 weeks; c/o Dayton Price, Ltd., 1 Park Ave., New York 16, N.Y. Itinerary: Cleveland, Akron, New York, Bridgeport, West Hartford, Cincinnati, Detroit, Chicago, Racine, Milwaukee, Rockford, Seattle, San Francisco, Los Angeles, Honolulu.

Norway

David Century, representing own agency firm at 30 Tollougaten, Oslo, interested in representing U.S. **textile manufacturer,** particularly one engaged in mass production of men's cotton winter underwear and fancy spun nylon, wool socks; also women's and children's printed cotton dresses. May 7 via New York for 1 month; c/o Miss Francine Century, 270 West End Ave., New York, N.Y. Itinerary: Chicago, New York, possibly other cities.

Republic of South Africa

Hirsch Goldblatt, director, Salt Sales Co. (Pty.), Ltd., P.O. Box 7, Salt River, Cape Town, interested in licensing arrangements for processing of **food products** or food products agencies; also information on production of salt and processing of food products. May 5 via New York for 5 weeks; c/o U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York, Miami, New Orleans, Las Vegas, Los Angeles, San Francisco, Chicago.

Southern Rhodesia

George G. Lewkowski, representing M. Bloch & Co. (Rhod.) (Pvt.), Ltd., Grey St., 6th Ave., Box 845, Bulawayo, interested in exports and imports of **general merchandise.** Early May via New York for 3 weeks; c/o Newberg Industrial Case Co., 61 Greenpoint Ave., Brooklyn 22, New York. Itinerary: New York, possibly other cities.

Sweden

Stig Andersson, representing AB Dagens Nyheter, P.O. Box 138, Stockholm 1, interested in **motor industry.** Apr. 21 via New York for 3 weeks; c/o The Statler Hotel, Detroit, Mich. Itinerary: New York, Detroit, Las Vegas, Los Angeles.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices, Telephone WO. 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated February unless otherwise indicated.

Air Conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—El Salvador.
Air Conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—Haiti.
American Firms, Subsidiaries and Affiliates—Canada.
Architects, Builders, Contractors, and Engineers—Indonesia.
Automotive Product Manufacturers—Finland.
Beverages, Nonalcoholic, Manufacturers—Ecuador.
Book, Magazine, and Periodical Importers and Dealers—Ceylon.
Canneries—Mexico.
Clothing Manufacturers—Austria.
Cooperage and Container Importers and Dealers—Tunisia.
Curio, Novelty, and Handicraft Manufacturers and Exporters—Austria, March.
Dairy Producers—Finland.
Dairy Producers—Nicaragua.
Dairy Producers—Portugal.
Dry Goods and Clothing Importers and Dealers—Italy.
Electronic Equipment for Home Entertainment, Phonograph Record, and Prerecorded Magnetic Tape Importers, Dealers, and Manufacturers—Norway.
Instrument, Medical, Surgical, Hospital, Scientific, and Process Importers, Dealers, and Manufacturers—Algeria.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—Iraq.
Jewelry, Silverware, Timepieces, and Giftware Importers and Dealers—Norway.
Medical, Surgical, Scientific, and Processing Instrument Importers and Dealers—Federal Republic of Germany and West Berlin.
Mining Companies and Exporters of Ores—Pakistan.
Motor Bus Lines and Transport Companies—Chile.
Office Supply and Equipment, Stationery and Paper Importers and Dealers—Trinidad.
Photographic Supply Dealers and Photographers—Trinidad and Tobago.
Plastic Material Importers, Dealers, and Manufacturers—Venezuela.
Printers, Lithographers, Engravers, and Publishers—Portugal.
Printers, Lithographers, Engravers, and Publishers—Tunisia.
Rubber Goods Manufacturers—Hong Kong.
Tanneries—Japan and Republic of South Africa.
Wastepaper and Rag Importers and Dealers—India.
Wastepaper and Rag Importers and Dealers—Ceylon.
Woodworking Machinery and Equipment Importers, Dealers, and Users—Malaya, March.

Investment Information Offered by Singapore To Attract New Capital

The Economic Development Board of the Singapore Government has just issued a pamphlet, *Investment in Singapore*, to inform potential investors of the advantages offered for capital investment in Singapore's manufacturing industries.

The new publication, the result of an all-out effort to move forward with industrialization plans, emphasizes that the Government fully encourages and will support both domestic and foreign capital activities.

Aside from a capsuled history of the island, the 19-page brochure describes existing industries and available facilities—communications, financial services, utilities, markets, raw materials, labor, living conditions, and the free movement of capital.

The Government of Singapore will participate in the financing of capital outlays and will provide for technical assistance where necessary, as well as assistance on immigration problems.

There are no restrictions on the importation or repatriation of capital, regardless of its origin.

Singapore has no nationality requirements in regard to legal ownership of and capital participation in new enterprises.

The Economic Development Board, 2d fl., Fullerton Bldg., P.O. Box 2692, Singapore 1; cable address: Industrons—Singapore; invites discussions of existing opportunities.

Copies of the pamphlet on industrial opportunities in Singapore are available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Pulp and Paper Machines Wanted by Swedish Firm

A Swedish producer seeks a licensing agreement to manufacture machinery for pulp and paper industry.

The firm makes conveyors and steel construction products for the pulp and paper industry. They don't have standard items in serial production and wish to contact an American company which has developed machines and equipment which could be used throughout the Swedish pulp and paper trade.

Interested firms may write to Astroms Varvs & Verkstadsindustri AB, Lidingo 9, Stockholm.

10 French Firms Want Arrangements In Chemical, Textile, Other Fields

American manufacturers of vehicles, drilling and other equipment for oilfield work; textiles and clothing; motion-picture and electronic equipment; machines and machine-tool components; chemical products; and plastic articles have been asked to participate in licensing arrangements in France.

A joint-venture opportunity exists for renovation of a poultry abattoir; a reciprocal licensing arrangement is sought for kitchen appliances; patent rights are offered for a desk or work lamp; and a ceramic packing-ring plant may be purchased.

● A producer, wholesaler, and exporter of kitchen appliances and food-preparation machinery for household and commercial uses wants a reciprocal licensing arrangement with a U.S. firm for distribution of the output of the respective companies in the U.S. and France.

Is particularly interested in beater-mixers and automatic food machines and would like the American company to market its potato peelers and cutters.

Write to SAMA (Soc. d'Appareils Menagers et d'Alimentation), Aubusson (Creuse), France.

● A French inventor offers license or patent rights on the Teale lamp which is covered by both French and U.S. patents.

The lamp, an individual desk or workshop lamp, is equipped with a special 4-sided reflector and each of the four sides consists of a metal plate lined with glass screens of various colors which filter light so that different light effects may be obtained by turning a button, permitting one to chose the color of light suitable to the user's retinal sensitivity.

The inventor claims that the lamp prevents eye fatigue as well as physiological troubles occurring from improper lighting.

Write to M. Pierre Lanier, 121 Blvd. Auguste Blanqui, Paris 13, France.

Plant For Sale

● Because its director is in ill health, Le Gres Francais S.A., 4 rue de Copenhague, Paris 8, wants to sell its plant and business.

Asking price is about $100,000 plus $40-$60,000 for current stock and liquid assets.

Firm produces ceramic packing rings used by chemical producers, oil refineries, and chemical and oil engineering firms.

Founded in 1934, its investments total $120-$140,000. Annual volume of business said to be about $250,000.

Claims to be operating at full capacity as the market for its products is growing.

Joint Venture, Licenses

● Abattoirs de Volailes Industriels (A.V.I.), 40 rue des Morillons, Paris 15, wishes to modernize its industrial poultry slaughterhouse through a joint venture.

A.V.I. seeks U.S. capital participation of $100,000, modern equipment, and know-how.

In exchange, they offer 50% participation in capital shares and 50% of the corporate profits.

Plant occupies 860,800 sq. ft. and is said to be the only one of its kind in Paris.

Firm reports that the Parisian area can absorb 1 million chickens a year and that there are export possibilities to North Africa.

● Cie Generale de Geophysique, S.A., 50 rue Fabert, Paris 7, seeks a licensing arrangement to manufacture and assemble additional items in the petroleum and allied fields.

Is particularly interested in off-the-road vehicles, drilling equipment, wagon drills and drop hammers, as well as special-purpose equipment and accessories for geophysical work.

Specializes in all types of geophysical and mining projects and is said to have a staff of 102, as well as extensive facilities.

● Astran, S.A., 5 rue du Commandant Pilot, Neuilly-sur-Seine (Seine), a manufacturer of artificial furs, seeks licensing rights for French production of textiles for clothing, artificial furs, carpets, and ladies' ready-to-wear clothing.

Firm employs 30, and is said to have a modern workshop. Its products are sold in Europe, Canada, and Asia.

● Cie Francaise Hortson, 58 rue d'Hauteville, Paris 10, makes 16-mm. motion-picture equipment and wants a licensing agreement to produce U.S. motion-picture and electronic equipment.

Owner offers 40% of his 95% share in the control of the company in exchange for machine tools.

Firm sells to cinemas, laboratories, technical centers, and broadcasting and television networks. Has extensive facilities and wishes to diversify.

● Ets. Malichaud & Cie, Ave. de la Liberation, Orléans (Loiret), France,

(Continued on page 857)

S. Rhodesia Invites New Industries

A new publication, *Southern Rhodesia—A Field for Investment,* highlights this area's current drive to expand and diversify its industrialization.

The 36-page, illustrated pamphlet gives statistics and commentary on Southern Rhodesia's history and geography, its basic resources, economic activities, and financial facilities, as well as national income statistics and information on pertinent legislation affecting investments.

The section devoted to "Assisting Private Enterprise" emphasizes that the Industrial Promotion Corporation of Rhodesia and Nyasaland intends to assist private enterprise in every possible way to utilize the Federation's natural resources and abundant power.

To this end, there is assistance available to private enterprise to finance worthwhile projects which stand up to technical and economic investigation.

Information on sites, markets, and availability of skilled labor, can be obtained by writing to the General Manager, Industrial Promotion Corporation of Rhodesia and Nyasaland, P.O. Box 134, Salisbury, Southern Rhodesia.

Copies of the publication are available on loan from Field Offices of the Department of Commerce, or from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Dahomey Welcomes Investors, Tourists

Dahomey's new tourist agency, SODATOURISME, welcomes the help of private U.S. investors in building a series of tourist accommodations scheduled for 1962.

These projects include: resthouses in Abomey, Natitingou, Kandi, and Dassa-Zoume, and a camping shelter in the "W" Reserve ($340,000); a small boat quay at Abomey-Calavi for tour boats to the lake village of Ganvie ($14,000); a small airport at Porga ($4,000); and a dispensary at Porga ($6,000).

The company has capital of $250,000, provided by the Dahomey Government and private concerns, and may administer the construction of a 40-room hotel in Cotonou, which will be financed by the French Government and private interests.

The company, formally known as the Societe d'Economie Mixte pour l'Equipment et l'Exploitation Hoteliere et Touristique du Dahomey, also plans to build resthouses in Porto Novo, Djougou, Savalou, Grand Popo, and perhaps Save, as well as another camping shelter.

Write to M. Roger Peperty, Directeur de l'Office du Torisme, Cotonou, Dahomey.

A map showing the location of the projects and a list of shareholders is available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

German Furniture Producer Asks Tieup With U.S. Firm

A furniture producer proposes a manufacturing arrangement in West Germany to make furniture upholstered in textiles, leather, and leatherette.

The firm is reported to have a good reputation.

Write to Dr. Friedrich-Wilhelm Grahl, Grahl OHG, Polstermoebelfabrik, Rahden/Westf.

Dutch Firms Want To Make Farm Machines, Plastic Tube

Two companies in The Netherlands are interested in U.S. business cooperation. One seeks a license to make potato pickers and manure spreaders, and the other is interested in U.S. capital and technical help in manufacturing plastic tubing.

- A manufacturer of agricultural machinery wants to expand its line, and would like to manufacture potato pickers and manure spreaders under a license arrangement with a U.S. firm.

Those interested may write in English to L. J. Blaauw, Stadskanaal, The Netherlands.

- An engineering company intends to begin manufacturing plastic tubing and quick coupling pipes, and would welcome U.S. capital and know-how.

Estimated initial investment would be $25,000.

Additional information may be obtained from Ingenieursbureau M. C. Fehres, 262 Heemsteedschedreef, Heemstede, The Netherlands.

Belgians Seek Assistance To Make Steel; Electronic, Paper, Other Equipment

Four firms in Belgium are interested in obtaining techniques, as well as licenses, joint ventures, or other arrangements with U.S. firms in order to produce electronic or paper and cardboard equipment, steel products, or other varied industrial equipment and products.

Additional information on these firms may be obtained from the Belgian Industrial Information Service, 50 Rockefeller Plaza, New York 20, N.Y.

- A manufacturer of high-precision mechanical and electronic equipment wants a licensing arrangement to produce transistors, transistor transformers, amplifiers, and measuring equipment for distribution on the European market.

Write to Bercot S.A., 21 Antwerpseteenweg, Beerse, Belgium.

- A company which has specialized for years in the manufacture of machinery for the paper and cardboard industry seeks new techniques and types of machinery.

It is interested in a joint venture or licensing agreement.

Write to Ets. Ed. Chantrenne, 14 rue Roblet, Nivelles, Belgium.

- A manufacturer of hot-rolled, magnetic steel sheets hopes to diversify and expand its industrial activities.

Land, buildings, and labor are available and the firm will consider various forms of collaboration and activity.

Write to Soc. Anonyme des Laminoirs de L'Ourthe, Sauheid-lez, Belgium.

- A firm in the wool and synthetic-fiber trade seeks to diversify and expand into plastic, electrical and electronic, chemical pharmaceutical, and textile products; and building materials and industrial equipment.

Write to P. J. Zurstrassen et Fils, S.A., 108 rue du Palais, Verviers, Belgium.

Tool Firm in Germany Wants License Trade

A large West German manufacturer seeks reciprocal licensing arrangements with U.S. machine tool manufacturers.

The firm employs 1,800 workers and produces spiral bevel gear cutting machines, grinding machines, and gear testing equipment.

It offers U.S. manufacturers a license to produce its tools here in exchange for the rights to manufacture and sell American machine tools in Europe.

Products are sold in Europe and other countries, including the U.S.

The company has sufficient capacity to broaden its production line, maintains an extensive European sales organization, and enjoys a very good reputation.

Mr. Wolfgang Klingelnberg, manager, will visit the U.S. to exhibit the firm's machine tools at the American Society of Tool and Manufacturing Engineers Show in Cleveland, Ohio, from May 7 to 11. He will be in the U.S. from 4-6 weeks.

Write to W. Fred. Klingelnberg Soehne, 56 Berghauserstr., Remscheid, Germany.

Good Potential For U.S. Exports To Luxembourg

LUXEMBOURG—The Grand Duchy of Luxembourg appears to have promising potentialities for U.S. exports—particularly consumer items—because of its high level of prosperity, liberal import policies, stable currency, and strong liking for U.S.-made goods, the U.S. Embassy reports.

Net national income in this highly industrialized little country was $1,130 per capita in 1960, the highest of any Common Market country, although only about half the $2,223 figure for the United States.

Consumer Goods Not Made Locally

Although a small market (population 322,000), Luxembourg is wholly dependent on imports for a wide range of consumer goods, as domestic production of such items is virtually nonexistent.

The following U.S. products are believed to have particularly good sales potential in Luxembourg:

Do-it-yourself and hobby equipment, especially power equipment such as drills and saws; photographic equipment, especially electric-eye cameras, automatic slide projectors, and movie projectors; camping equipment; barbecue equipment; garden furniture;

Physical training equipment, especially massage apparatus, and weights; athletic goods, especially basketballs and field events equipment; bowling alleys; household appliances, especially blenders, mixers, vacuum cleaners, floor polishers; deep freezers, both commercial and household; women's dresses, especially medium-price range; furs;

Wash-and-wear clothing, especially shirts and men's suits; percale sheets and pillow cases; light weight luggage; babies' accessories including disposable diapers, bottle warmers; phonograph records featuring American artists;

Toys, especially model cars and airplanes, as well as many U.S.-patented items; food items such as peanuts, peanut butter, canned juices, canned meat, and canned fish; frozen foods such as turkeys and prepared dinners; baby foods; ice cream; dietetic foods; insulation materials; automobiles, especially compacts; and earthmoving equipment.

Potential U.S. exporters are urged to explore the feasibility of appointing a Luxembourg agent to handle sales in the Grand Duchy itself, rather than combine their Luxembourg sales territory with that of other European countries.

Economy Strengthens

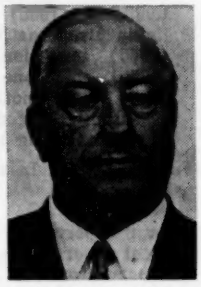
Prosperous Austria Offers Exporters Varied Market

Austrian global imports on a per capita basis now outnumber those of many of the larger industrialized countries of Western Europe, and the opportunity exists for U.S. traders to export to Austria goods valued at more than $100 million annually.

Coupled with expanding Austrian trade is the continued growth of the national economy: Gross National Product (GNP) has increased by an annual average of 8.3% in recent years—one of the highest rates of growth recorded by European countries.

The rise in productivity has been the main contributing factor in the overall expansion of Austria's economy, accounting for no less than 85% of total economic growth.

As growth trends in domestic business are numerous and potent, expansion of economic activity seems certain to continue in 1962.



Austrian Chancellor Dr. Alfons Gorbach

With capacity generally fully employed, however, and little increase in the labor force, there may be less physical scope for expansion.

A number of fundamental economic problems are awaiting solution. Of primary importance is the stabilizing of price and wage levels to curb the uptrend of prices.

On the positive side, public expenditures by the Federal Government in 1962 are expected to surpass those of last year by 11%, with provincial governments and city administrations likely to adopt a similar policy.

Consumer spending will probably continue upward, particularly if full employment can be maintained.

Also, a powerful stimulant to the economy will be provided by release of substantial amounts of counterpart funds for the first time after a break of several years.

Sales Opportunities Good

With a continuing labor shortage and the need of Austrian industry to modernize in order to compete in the integrating European economy, Austria continues to offer good sales opportunities for American exporters.

Demand for U.S. products is strong, especially capital goods, plant modernization equipment, machine tools, heavy vehicles, machinery, computers, and scientific research equipment, according to Trade Delegate in New York.

Austria has already purchased two atomic reactors from the United States.

The Austrian Government has put into effect a number of measures which should decidedly enhance shipments of U.S. exports to that country:

- Effective January 1, Austria voluntarily reduced by 10% its customs tariff on about 1,180 industrial commodities.
- On the same date, the level of imports free from quota limitations was increased from 90% to 93% (calculated on a 1953 basis) for shipments from the U.S. and other members of the Organization for Economic Cooperation and Development.

Commodities thus affected and of special interest to U.S. exporters include frozen vegetables, vulcanized rubber slabs and strips, cash registers, small outboard motors, tape recorders, gas meters, dictating machines, record players, and an extensive variety of organic and inorganic chemicals.

- New Austrian global import quotas offer, for the first time in many years, an opportunity to ship products formally barred by import restrictions.

The quotas, valid until June 30, 1962, are rather small. It is anticipated, however, that they will be raised by 20% for the second half of 1962 and further increased in future years.

Items affected by this action include: Varnishes and lacquers, paints and enamels, penicillin, certain perfumes and cosmetics, insecticides, greeting cards, flax yarn, and special yarns of staple fibers (not for retail sale), cotton shirts, and fabrics of artificial textile fibers, as far as not liberalized.

(For a more extensive list of products, see FCW, Mar. 12, p. 433.)

- As a result of tariff negotiations in

Geneva, the U.S. obtained from Austria direct concessions on 35 tariff items.

Those of particular importance to U.S. exporters include canned fruits and fruit juices, certain sawn lumber, woven fabrics or synthetic textile fibers, shovel-loading machinery, and sound recording and reproducing machines.

In addition to these concessions, U.S. exporters may benefit from those granted in Austria to other participants of the Geneva conference, on the strength of most favored nation treatment provided under the General Agreement on Tariffs and Trade.

GNP Advances

Although GNP continued to advance during the past year, the rate of increase was slower than in 1960, mainly a result of the severe labor scarcity.

In terms of current prices GNP in 1961 was estimated at $6.2 billion as compared with $5.7 billion in 1960.

Though expanding less vigorously than a year ago, foreign trade, domestic investment, and consumer buying maintained their prominent roles in sustaining a high level of business activity; advances in each of these sectors exceeded the growth rate of the overall economy.

With last year's receipts from the tourist trade at an unprecedented high ($277.3 million) and a larger capital influx than in 1960, the balance of payments for 1961 may be expected to show a surplus of more than $130 million, as compared with a deficit of $22 million for 1960.

The rise in the number of overnight stays by foreigners (153% from 1951-1960) was again an important means of largely compensating for Austria's perennial foreign trade deficit.

The influx of capital from abroad also helped to offset the increase in the foreign trade deficit.

At the end of 1961, net gold and foreign exchange holdings at the Austrian National Bank had reached $820 million, an increase of $135 million (20%) since the end of 1960. This amount was sufficient to finance average import requirements of 6½ months.

Total monetary circulation was covered to an extent of 78.7% by gold, foreign exchange, and currencies, compared with a coverage of 75.2% at the end of 1960.

In line with economic growth, the volume of commercial credit outstanding rose from $1.7 billion at the end of 1960 to almost $2 billion at the end of October 1961.

The lively credit demand in the second half of 1961 is explained chiefly by the need for business to keep larger cash reserves so as to be prepared for increased wage and salary payments.

Capital investment in new plant and equipment continued to increase and is estimated to have reached almost $1.5 billion in 1961, or 10% more than a year earlier.

However, investment in machinery manufactured in Austria has been declining for several years, as strong competition has forced industry to use highly specialized and efficient equipment which in many instances can be procured only abroad.

Thus, of special interest to U.S. exporters is the fact that Austrian imports of industrial machinery are mounting.

The extent to which the growth of output depends on rationalized investments is illustrated by the fact that the 25% increase in industrial output since 1956 was achieved with only 5% more workers.

The current rate of unemployment is about 2.6%, and the number of job openings in most sectors exceeds that of immediately employable jobseekers.

In response to the recent test of the Institute of Economic Research, 65% of the manufacturers (43% in 1960) found expansion of their output hampered by labor shortages.

Austria's economic success is somewhat burdened by a strong growing upward trend in prices.

By the end of 1961, all price indexes had risen 5% or more above their 1960 levels.

Price increases were most pronounced in construction, with a rise in building costs of more than 6% over those of the preceding year.

The pressure on general prices was reinforced by a rise in import prices, resulting partly from the revaluation of the German and Dutch currencies (imports from these two countries amount to nearly 45% of total imports, or about 10% of the GNP).

The increased cost of living had to be compensated by higher wages, salaries, and pensions.

Minimum salaries rose 8% to 9% for white collar workers in wholesale and retail trade and 6% to 24% for white collar workers in construction, graphical trades, the film industry, in newspaper and lawyers' offices, and electrical powerplants.

There are indications, however, that the strain on resources began to ease in the second half of 1961 as the accumulation of inventories slowed down and the backlog of orders in the capital goods industries leveled off, and certain types of foreign demand somewhat weakened.

Consumer Goods Demand Mounts

Austria's economic boom has lost some of its upward thrust in recent months. As the demand for capital goods (sometimes called producers' goods) eased, some basic industries faced sales difficulties.

On the other hand, expenditures by private households for consumer goods continued to rise rapidly.

The construction industry is also overloaded with work, and its manpower resources are fully utilized.

The slackening of the boom in capital goods is attributable to a number of reasons.

Rising tax burdens, added to slightly reduced profit margins, restrain the volume of new investments that companies can finance from internally generated funds.

In addition, the tight credit situation makes bank loans more difficult to obtain.

Possibly, industry may also be dissuaded from further expansion projects by the persistent labor shortage which becomes increasingly felt as production capacities are enlarged.

Consumer spending in the last quarter of 1961 seems to have risen faster than GNP.

The rate of expansion has by no means been uniform within either of the two

FACTS ON AUSTRIA

Area: 32,376 square miles.

Population: 7 million. In thousands—Vienna, 1,627; Graz, 237; Linz, 196; Salzburg, 106; Innsbruck, 101.

Language: German.

Government: Federal Republic with a parliamentary Government. Capital at Vienna.

Currency: 26 Austrian schillings=$1.

Gross National Product: In terms of current prices, estimated at $6.2 billion in 1961 as compared with $5.7 billion in 1960.

Economy: Nearly self-sufficient in most agricultural products. Rapid industrial development in the last decade. Principal industries: Steel, machinery, textiles, and chemicals.

Communications: 4 airports (Vienna, Salzburg, Innsbruck, Graz); about 1,423,000 (Oct. 1961) motor vehicles in circulation, of which 475,347 are cars; 1,988,267 (1960) subscribers to the Radio Broadcasting System; 193,046 (1960) television receivers; 692,000 (1960) telephone subscribers; 1,291 (Sept. 1961) motion-picture theaters; 19,546 miles of federal and state highways (excluding autobahnen) (1961).

Foreign Trade: In millions of U.S. dollars:

	1960	*1961*
Total imports	$1,420	$1,490
Total exports	1,120	1,230
Imports from U.S.	104	88
Exports to U.S.	49	46

Principal imports from the United States: Machinery, vehicles, raw materials, fuels, chemicals, foodstuffs, finished and semifinished goods.

categories (capital goods and consumer goods).

In the capital goods sector, only finished capital goods have recorded substantially reduced growth rates since 1956, whereas the output of semifinished products and building materials has continued to expand at an almost undiminished rate.

In consumer goods, production of durables advanced twice as fast as output of traditional items such as textiles and foodstuffs.

Import Pattern Shifts

Structural forces which have been developing for a number of years continue to transform Austria's import and export patterns. A pronounced shift of emphasis from raw materials and semifinished products towards finished goods has taken place in Austrian trade.

Sales abroad were more equitably spread among the various branches of industry in 1961 than in 1960 when the booming iron and steel industry had the predominant share in the export rise. Thus in 1961 important exports, such as iron and steel, and paper and pulp, tended to level off while exports of certain machinery and manufactures remained buoyant.

Imports of finished goods expanded strongly in 1961; imports of electrical goods rose rapidly. The largest increase (45%) in purchases from abroad was in petroleum products. By value, they equaled about one-third of coal imports last year.

Austrian trade with the countries of the European Free Trade Association, particularly in exports, rose more strongly than did total trade. However, the countries of the European Economic Community are still, by a large margin, Austria's most important trading partners and account for about three-fifths of imports and one-half of exports.

Austria's trade deficit in 1961 with the U.S. amounted to $41.7 million as contrasted with $54.6 million in 1960.

Principal exports to the U.S. covered such products as fertilizers, rayon, machinery, bicycles, outdoor apparel, fashion articles, foodstuffs, and beverages.

Last year, Austria bought American goods valued at $88 million, a decrease of 15.4% over 1960, when imports from the U.S. reached a record $104 million. Nevertheless, the United States was Austria's third most active trade partner, ranking after the German Federal Republic and Italy.

Principal imports from the U.S. included machinery, vehicles, raw materials, fuels, chemicals, foodstuffs, and finished and semifinished goods.

Tourism Increases

Fiji Islands Face 1962 With Cautious Optimism

SUVA—Tourism in the Fiji Islands is expanding at a rather rapid pace and will probably become the most important industry after sugar production.

U.S. foodstuffs, household items, and construction equipment are highly regarded, and with the growth of U.S. tourism in the South Pacific, no doubt demand will increase for products needed to cater to the tastes of American tourists.

The immediate and most logical investment targets appear to be in the tourism industry, as facilities—primarily hotels—are totally inadequate.

Limited Optimism Seen

The year 1961 was for Fiji at once a year of economic distress and of cautious optimism for the future.

Although the Colony's exports amounted to about $5.1 million (£2 million; 1 Fijian pound=$2.55) less than in normal years because the 1960 sugar dispute disrupted production, the Government-sponsored 5-year economic and social services development program got underway and large sums for development are beginning to filter into the Colony, the U.S. Consulate reports.

The program, it is hoped, will provide a rate of economic growth of about 3% per year through development of agricultural resources, communications, shipping, and other facilities.

This hope, however, is tempered by the fact that the population of the Colony is already growing at that rate. Furthermore, racial and social strife in the Colony is affecting economic development and there has been little evidence that the various racial communities of the Colony are more prepared to cooperate in attacking the Colony's problems.

Agriculture is Fiji's basic industry with some 75% of Fijian and 60% of Indian incomes derived from agricultural pursuits.

Agriculture—mainly sugar and coconut oil—normally supplies about 80% of Fiji's exports by value.

Paradoxically however, one of Fiji's major economic problems is the high volume of food imports owing to the lack of agricultural diversification and its overwhelming reliance on the sugar industry as a source of foreign exchange earnings.

In recognition of this, the Government in recent years, and in its current 5-year development program, is making every effort to increase production of food crops while diversifying the Colony's agricultural base through expansion of cash crops such as copra, coffee, cocoa, and tobacco.

In addition, the Government established a Land Development Authority last year to open up virgin lands in the interiors of the various islands. However, progress toward expansion and diversification of the Colony's agricultural base has been slow.

No other mineral resources have as yet been developed to replace manganese as a major mineral export.

On the brighter side, however, industrial development and capital investment during the period were at a considerably higher level than in the past 2 or 3 years and justified limited optimism in that sector for the future.

Plans Should Spur Development

In early 1961 the Fiji Government launched a scheme which envisages expenditures of roughly $31.11 million (£12.2 million) for economic development during the period 1961—65. Of this amount, the United Kingdom has promised to provide the equivalent of about $12.75 million (£5 million sterling) through Colonial Development and Welfare grants.

The Fiji Government hopes the balance can be acquired through oversea and local loans plus local revenues.

The grants from the U.K., however, are not being provided in a lump sum but rather in specific amounts for specific projects submitted to and approved by the U.K. Government.

Through January 31, 1962, the U.K. Government had approved grants totaling about $10.71 million (£4.2 million).

Major expenditures have been for the most part on road development, construction of the Lautoka wharf and reconstruction of the Suva wharf and slipways, telecommunications, education, and medical services.

Additional projects include agricultural and forestry development, geological surveys, and police services.

The development plan was devised in response to the Burns Commission report of 1960 which laid out recommendations for the Colony's future economic develop-

ment and growth. It now appears unlikely, however, that considering the Colony's present rate of population growth any more can be hoped for than a maintenance of the present standard of living.

Trade Deficit Higher

Fiji's balance of visible trade in 1961 deteriorated considerably from the previous year at which time exports and imports were nearly balanced. Estimates for 1961 show exports at $34.43 million (£13.5 million) against imports of $43.35 million (£17 million).

The deficit, however, was more than covered as in previous years by invisible earnings from capital investments, U.K. development grants, tourist expenditures, and other sources.

Although the trade deficit in 1961 is abnormally high, a deficit can be expected as a normal phenomenon owing to various development programs and private investment projects which involve a large amount of imports.

Fiji's imports in 1961 as in previous years were heavily concentrated in foodstuffs, fuels (mainly petroleum and petroleum products), and all types of manufactured goods, machinery, and transport equipment.

Australia remained the primary source for imports with the U.K. a close second. Together they account for about 50% of total import trade. New Zealand, Indonesia, and Japan were the other main suppliers.

Imports from the U.S. fell off again to an estimated $1.02 million (£400,000), most of the loss having been absorbed by Japan and Australia.

Fiji's exports in 1961 represent a severe drop off from the high of 1960 when $39.53 million (£15.5 million) worth of goods were exported.

As in previous years, Fiji's primary exports were sugar and sugar products, coconut oil and other coconut products, gold, and bananas.

The severe cutback was due almost entirely to the low level of sugar production in 1961 stemming from the sugar industry strife of 1960, and the consequent low level of planting, cultivation, and harvesting.

The loss of production resulted in a loss of sugar export sales amounting to about $5.1 million (£2 million). It is anticipated, however, that sugar output will again be normal in 1962 and, dependent on world prices, sugar exports by value will be in the neighborhood of $20.4 million (£8 million).

The U.K. continued to absorb about 50% of Fiji's exports by value while Canada, Australia, and New Zealand were secondary markets. The U.S. imported from Fiji only an estimated $255,000 worth (£100,000).

The drop in U.S. exports to Fiji has resulted largely from an intensive sales effort in the area on the part of Japanese, Australian, and New Zealand business interests in the face of an almost nonexistent U.S. effort. Few representatives of American firms visit Fiji.

At the same time, very real obstacles to increased U.S. trade exist in the preferential tariff system under which exports from countries outside of the Commonwealth are subject to higher duties and in the high freight rates from the U.S. coupled with infrequent direct shipping as compared to shipping available from New Zealand and Australia.

Major U.S. exports to Fiji are foodstuffs, tobacco, miscellaneous manufactured goods, machinery, and transport equipment.

U.S. products with the highest sales potential in Fiji, according to a recent survey among local importers, are:

Toys; manufactured tobacco; petroleum products, other than gasoline; construction equipment; scientific equipment and instruments; handtools; hardware; cotton fabrics; tinned fish; plywood; kitchen utensils; tinned fruits and vegetables; cigarettes;

Metal drums and cylinders; mining machinery and equipment; motor vehicles and spare parts; soft drinks; various types of milling equipment; air-conditioning and refrigeration equipment; tractors and other agricultural equipment; photographic supplies; and household equipment and appliances (220-240 volt, 50-cycle).

Fiji has several primary industries and numerous secondary industries; the number of processing industries is expanding fairly rapidly. However, there appears to be little room for large-scale investment in industrial development.

An exception might occur if various geological surveys presently in process determine that copper, zinc, bauxite and/or other mineral deposits are sufficient for exploitation.

Major avenues of development and investment appear to be in processing industries tied to the Colony's agricultural resources.

It is questionable, however, that any of these industries can develop to the point where they would do more than satisfy local requirements in view of competition from exports from Australia, New Zealand, and Hawaii.

Primary obstacles to expansion of industry, particularly manufacturing industries, remain lack of capital, managerial skills, skilled labor, natural resources other than agricultural and a few minerals, and the high cost of importing machinery, other equipment, and most raw materials.

Tourism, although relatively limited with some 14,722 tourists in 1961 having expended the equivalent of $3.075 million (some £1,206,000), is growing at a rather rapid pace.

The only major obstacles to a much faster pace are insufficient publicity abroad and, much more important, totally inadequate facilities.

At the end of 1961 there were only about 250 hotel rooms suitable for tourists in the entire Colony.

Investment Incentives Provided

The Government provides various incentives to investment in the Colony.

New industries are exempted from taxation for 5 years for $12,750 (£5,000) of taxable income if capital expenditure does not exceed $127,500 (£50,000); if capital expenditure is in excess of $127,500, an exemption is applied to income equivalent to 10% of total expenditures for 5 years.

Additionally, customs rebates for materials imported for new industries and hotels can be negotiated and, the Government is prepared to provide capital grants or the privilege of writing off the whole of the capital expenditure against income in any 5 of the 8 years following completion of new construction or expansion of hotels.

Although little statistical information about business and industrial activity is available for Fiji, it is generally agreed that 1958 and 1959 were exceedingly profitable years while 1960 and 1961 were years of declining corporate revenues, slow moving inventories, and numerous bankruptcies among smaller Indian firms. Much of this resulted from the sugar dispute which caused millions of pounds to be lost to the Colony in export earnings and incomes.

Nevertheless, 1961 did see the com-

(See Fiji, page 858)

Germany To Provide Capital For Ventures Abroad

BONN—The German cabinet has approved a plan for a Development Corporation providing equity capital to small- and medium-sized enterprises for ventures in developing countries and advising such firms on investing in less-developed countries.

The Corporation will provide capital on a temporary basis and will not participate in the management of foreign enterprises.

The stock capital of the Corporation will be 75 million German marks (about $19 million), of which 25 million marks will come out of the 1962 Federal budget appropriation.

Additional funds may be made available later by the Federal Government.

The bylaws of the Corporation are to be approved by the Ministry concerned.

The Corporation is expected to begin operations in July.

Land Utilization in Mexico Aided by $1 Million Loan

The Inter-American Development Bank has approved a $1 million loan from the Social Progress Trust Fund to help finance a plan to raise agricultural productivity and income in the southern part of the State of Yucatán, Mexico.

The project will make possible better utilization of about 12,500 acres of agricultural land, to the direct benefit of about 1,700 low-income farm families and to the indirect benefit of cities and towns in the region.

The borrower is Nacional Financiera, S.A., a Mexican agency responsible for negotiating and contracting foreign credits. The plan will be carried out by the Secretaría de Recursos Hidráulicos (SRH), a Government agency whose area of operations includes development of the country's water resources.

The plan calls for the drilling of 50 water wells, installation of pumping equipment and related facilities, and construction of a distributing network of small canals and ditches, and of access roads.

The improved land will be distributed in tracts of sizes adequate to meet the particular social and economic needs of the region. It will be dedicated to the cultivation of vegetables and fruits indigenous to the area.

The Department of Agrarian Matters and Colonization will be responsible for distribution of the tracts. The Banco Nacional de Crédito, a Mexican credit agency, will extend loans to farmers for purchase of agricultural equipment and implements.

The Alliance for Progress Trust Fund loan will finance about 40% of the total cost of the project. The remainder will be financed with local resources, including labor and materials to be furnished by the farmers.

Colombian Economy Is Restrained By Trade Deficit, Tighter Credit

BOGOTA—A trade deficit, a steady expansion of credit, and higher industrial production highlighted the Colombian economy in the first 2 months of 1962, the U.S. Embassy reports.

At the same time, measures were announced to tighten credit in order to alleviate pressure on the balance of payments.

Receipts from coffee exports continued to decline.

Foreign exchange reserves were estimated at $128 million in January 1962.

The 1961 trade deficit continued into the first 2 months of the new year when imports rose sharply by 15% over the same period for 1961.

Looser import controls, fears of devaluation, and high levels of domestic demand for capital goods, semimanufactures, and raw materials were the principal factors contributing to the import rise.

The U.S. remained the principal supplier of imports in 1961 with $278.8 million, followed by West Germany with $59.1 million and Great Britain with $31.1 million.

Exports were off slightly at $56 million compared with $59 million for the same 2-month period of 1961, mainly a result of decreased volume and value of coffee exports whose share of total exports declined to 67%.

Total coffee exports for the period January 1—March 3, 1962, were reported at 866,679 sacks of which 598,078 went to the U.S.

The price for Colombian coffee continued to decline with the average price of Manizales coffee on the New York market falling to 42.8 cents per pound.

Legal Reserve Requirements Raised

Monetary expansion in evidence since April 1961 continued in January 1962.

The Minister of Finance, however, announced a gradual increase in the legal reserve requirements for commercial banks from 18% in January 1962 to 22% in April.

Each percentage point of increase is estimated to represent a contraction of the equivalent of about $5,229,000 (35 million pesos) in available commercial credit.

The Minister also announced that credit would be granted on a more selective basis, that the Government would follow a policy of budgetary restraint, and that there would be no change in the official certificate rate of 6.70 pesos per dollar.

Preliminary data indicate substantial increases in some lines of production in 1961. Cement and steel ingot output were up 13% and 13.7%, respectively, and were directly linked to expansion in construction, which registered an increase by 8.8% in terms of square meters constructed.

All three industries should continue to expand considerably when schools, houses, and public works projects are constructed under the new plan for economic and social development.

Cotton continues to be a bright spot in the economy. Production of lint cotton during 1961-62 reached a new high of over 71,000 metric tons and is expected to reach 90,000 tons in 1962-63.

Colombia was able to increase its cotton exports by 500% over 1959-60 without a subsidy while benefiting from the devaluation of the free peso and higher world prices.

Imports of cotton remain prohibited except for a small quantity of long fiber cotton from Peru.

Low-Cost Housing Planned

Of development loans of $23 million made in early 1962 by the Inter-American Development Bank, $15.2 was extended to the Instituto de Credito Territorial for construction of low cost housing.

The institute will construct 4,400 houses through a system of mutual aid and self-help; 3,100 homes through a system whereby the Institute provides one-third of the necessary resources; and 1,500 dwellings by means of loans to owners of lots.

Additional loans pending before the bank are estimated at $70 million.

The first exports of instant coffee were made in 1961 when the firm Industria Colombiana de Cafe began exporting

French Firms Look for Licensing Agreements

(Continued from page 851)

asks a licensing arrangement to produce special machines and machine tool components such as headstocks and carriages.

Would also consider capital participation.

Firm does general machine, as well as contract work.

● Soc. Progiven, 6 rue Henri Murger, Aubervilliers (Seine), wants a license to produce chemical products, particularly antiparasitics, for distribution throughout the Common Market.

In exchange, offers either royalty payments or profit sharing, depending on the type of product.

Now produces antiseptics, insecticides, microbicides, and bactericides.

Correspondence can be handled in French, English, or German.

● Roleo-Stern, S.A.R.L., 76-78 Ave. des Champs Elysees, Paris, seeks U. S. licensing rights on plastic items to complement or supplement its present line.

Produces plastic injections and extrusions—various types of gadgets, packaging items, toys, household and kitchen articles, industrial items, and miscellaneous shaped pieces and parts.

$36,000 worth monthly to Japan and $3,000 to Czechoslovakia.

It is estimated that this firm accounts for 30% of Colombia's instant coffee production (Nescafé is the only other brand) and exports 40% of its production.

Coffee Barter Discontinued

Barter of coffee was discontinued as of January 30, 1962. A new arrangement calls for "compensation" type trading under which credits will be established in the countries of sale.

Coffee sales will be made to the same countries previously participating in bilateral barter arrangements. The Superintendency of Imports will issue import licenses based on the availability of funds in accounts in these countries.

Principal countries to which the new system applies are England, France, Switzerland, Italy, and Japan.

Coffee trade through compensation treaties already had been negotiated with Spain, Czechoslovakia, the Soviet zone of Germany, Denmark, Finland, Hungary, U.S.S.R., and Yugoslavia.

Neighborhood roads are being constructed throughout the country under the administration of the Ministry of Public Works. The Ministry included about $5 million in its budget as its one-third share of construction costs of neighborhood roads.

An agency of the Ministry plans and directs such roads in cooperation with individual departments (states) and towns, which contribute two-thirds of the costs. Construction costs vary between $3,500 and $7,000 per kilometer, depending on the topography, according to Colombian estimates.

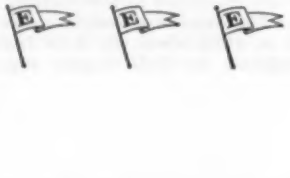
Paper Plant Planned

A new paper pulp plant, Celulosa y Papel, will be constructed near Cali. It will be owned jointly by the Instituto de Fomento Industrial de Colombia, S. A. and its parent company, Container Corp. of America.

Initial production is to be 17,000 metric tons of pulp annually for wrapping and sacking paper.

The Simon Bolivar International Bridge constructed jointly by Colombia and Venezuela at Cúcuta was inaugurated by the presidents of the two countries on February 24.

The Colombian Ports Corporation reports that investments over the next 10 years for improvement of the country's ports are expected to total about $14.9 million. The International Bank for Reconstruction and Development may assist in the financing.



Israel Establishes Shipping Bank

TEL AVIV—A Treasury spokesman has announced formation of an Israeli shipping bank as recommended by a public committee of the Israeli Transport Ministry, the U.S. Embassy reports.

The bank will finance the development of Israel's passenger and merchant marine and will channel private capital into financing an additional 35 ships, increasing Israel's merchant fleet to 100 vessels.

The bank will be capitalized at $3 million, one-fifth of which will be provided by the Israeli Government and the remainder by shipping companies and other banks.

The bank will be headed by two former Israeli Treasury officials.

Netherlands Wage Policy Dispute Now Settled

A compromise solution to a month-long deadlock over wage policy in the Netherlands has been reached.

The Netherlands Trade Union Federation (NVV) has accepted the terms of a Government directive of March 2 concerning future negotiations, if all contracts already negotiated and currently before the Government for approval provide for an interim wage increase as of October 1, 1962.

Under the terms of the March 2 directive, contracts running for 18 months or less could not provide an interim wage increase until January 1, 1963.

The recent wage policy solution could open the way for settlement of the year's longest strike, which began March 28. This is a wild-cat strike involving 1,300 workers in a meatpacking plant.

The immediate issue was settled in a few hours, but the workers continued to strike because the Board of Government Mediators had not acted on the meatpacking industry's new wage contracts originally scheduled to become effective January 1, 1962.

The principal problem in the Netherlands labor situation continues to be the shortage of workers, which has become citical in the heavily industrialized areas.

By the end of March unfilled job openings had risen to 115,978 from 110,424 a month earlier, and 105,856 on March 31, 1961.

On the other hand, unemployment dropped to 35,129 at the end of March 1962 from 43,104 at the end of February and 38,414 in March a year ago.

Latin American Draft Debt To U.S. Exporters Drops

The outstanding draft indebtedness of Latin American importers to U.S. exporters decreased in March for the second consecutive month, the Federal Reserve Bank of New York has announced.

The debts of these importers decreased in 13 of the 23 countries covered by the Bank's monthly survey of the Latin American export credit experience of 11 large commercial banks.

U.S. exporters drew $44.9 million of new drafts on Latin American importers in March, while $46.2 million of drafts were paid by these importers. Accordingly, total drafts outstanding decreased by $1.2 million to $227.6 million at the month's end, their lowest level since October 1961.

The three countries showing large increases in outstanding indebtedness were Argentina with an increase of $2.2 million, Chile with an increase of $1.2 million (bringing outstanding drafts to the highest figures ever reported for these two countries), and Colombia with an increase of $1.1 million.

Major decreases were for Brazil, $3.1 million, reducing its debts outstanding to the lowest point since July 1960; and Venezuela, $2.3 million, which brought outstanding collections for that country to the lowest since March 1961.

Drafts paid by importers in Brazil, the Dominican Republic, and Mexico showed increases of $2.1 million, $1.3 million, and $1.0 million, respectively; payments by importers in Argentina showed a decline of $1.0 million.

The month's payments by the Dominican Republic were the highest on record, both in number and value of the transactions.

Fiji . . .

(Continued from page 856)

mencement of several new industries and foreign investments in the Colony.

Of particular note were construction of a cement factory by Australian interests with a capitalization of $701,250 (£275,000), organization of a flour milling company which will involve eventually an Australian investment of $2.55 million (£1 million), incorporation of a fishing and canning company by Japanese interests with a nominal capital of $637,500 (£250,000), establishment in late 1961 and early 1962 of a lumbering company by New Zealand interests with a capitalization of $892,500 (£350,000), and construction at a cost of $637,500 (£250,000) of the New Mocambo Hotel which was purchased in late 1961 by American interests.

Austrian Firm Organizing Display of Mining Books

An Austrian bookstore is organizing an exhibition of books related to mining in connection with a mining congress scheduled this fall in Leoben, Styria, Austria.

The firm is L. Nuessler, Montanistische Hockschulbuchhandlung, 16 Hauptplatz, Leoben, Styria, Austria.

Nuessler has indicated to the U.S. Embassy in Vienna its interest in having U.S. publishers shipping for sale, on a consignment basis, literature on the following subjects:

Mining, drilling and blasting techniques, tunnel construction, hoisting, geology, surveying, ore dressing, and safety codes, as well as on math, physics, and chemistry.

Wants Prospectus Books

The firm also wants sample copies of related periodicals and prospectus books for free distribution among 1,000 mining experts expected to attend the congress.

Nuessler would prefer, if possible, to deal with one dealer who could provide material from several publishers. (WTD 3/25/62.)

Barcelona Fair To Offer Chance For U.S. Firms To Expand Sales

BARCELONA—U.S. firms who are interested in selling on the Spanish market will have an opportunity next month at the International Samples Fair here.

The U.S. Consulate General here will operate a Trade Information Center.

U.S. firms interested in the Spanish market may exhibit promotional literature through the Center to stimulate interest in their goods.

Since exhibits of the packing and wrapping, leather and skin, and graphic arts and printing industries have been emphasized in past fairs, members of those industries are p rticularly urged to send their promotional literature to the Consulate General for display at the show.

Total attendance at the 1961 Fair was 1,684,804. The number of commercial visitors who registered with the Fair Management was 11,750, a substantially higher number than for any other year.

Stands displaying the products of 10,182 exhibitors numbered 4,963.

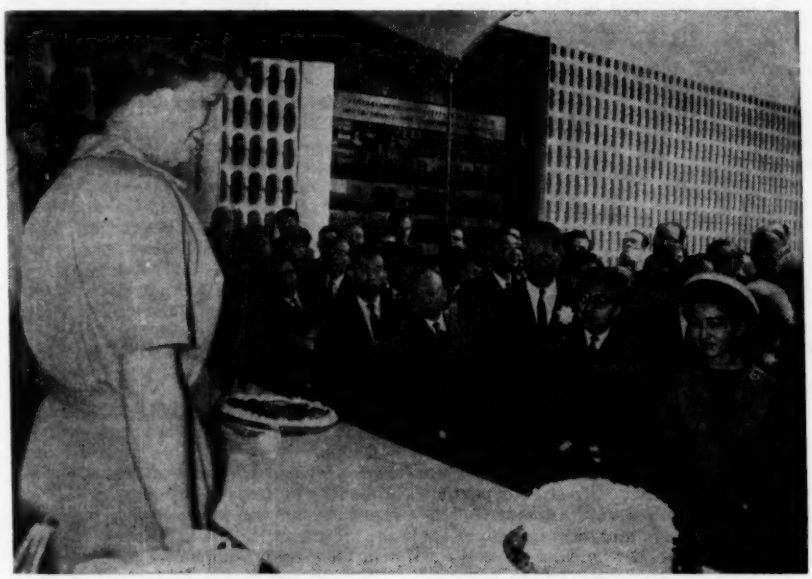
The Fair Management has indicated that sales in the amount of $31.4 million were concluded by the exhibitors.

This points up the growing importance of the Barcelona Fair as a means of promoting sales and the benfiets that could be obtained by U.S. producers who participate.

Packages of publications and literature for the 1962 show should be sent to the U.S. Consulate General, Barcelona, as soon as possible.

They should be addressed to the attention of the Commercial Officer and marked internally "For Use at the Barcelona International Samples Fair TIC."

U.S. exhibitors and business visitors have been asked to register at the Trade Information Center so inquiries there may be sent to appropriate parties.



CAKE FOR THE CROWN PRINCE: Japan's Crown Prince Akihito, second from right, examines a model kitchen which was part of the U.S. Exhibition at the Osaka, Japan, International Trade Fair, April 5-25. With the Crown Prince are his wife, at right, and U.S. Ambassador Edwin O. Reischauer. At left, foreground, is Mrs. Eugenia Hatcher, an American home economist who supervised the preparation of food from new American products. The Exhibition, which drew an attendance of 747,000, was designed to show the Japanese new U.S. developments in food processing and packaging. More than 40 American firms cooperated with the Commerce Department's Office of International Trade Fairs in presenting the Exhibition.

Agricultural Exhibit Scheduled in Berlin

BERLIN—"Green Week," Berlin's annual agricultural fair, will be held here Feb. 1-10, 1963, at the city's municipal fairgrounds.

Its purpose is to demonstrate progress in the agricultural field and provide an opportunity for new business contacts.

The 1962 fair, Feb. 2-11, occupied an area of 591,800 square feet.

Of 669 exhibitors 320 were from 24 foreign countries, 245 from West Germany, and 104 from West Berlin.

The wide variety of displays included vegetables, fruit, agricultural machinery and equipment, farm animals, clothing, flowers, electrical appliances, plant protective substances, and insecticides.

Sixty German and 66 foreign associations, government agencies, and institutions participated.

Berlin's second "International Agricultural Film Competition" was held in conjunction with "Green Week."

Ninety-five films from 34 countries were shown, the best being awarded prizes by an international jury.

"Green Week" attracted 438,000 visitors from West Berlin, West Germany, and foreign countries, as compared with 455,000 in attendance last year.

Visitors were reported from 42 countries.

A copy of the official fair catalog and a complete report on the 1962 fair are available on loan from Trade Fairs and Exhibitions Section, Office of International Trade Fairs, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Trade Information Centers Planned At Expositions in France, Italy

U.S. Trade Information Centers will be operated at two separate fairs in Europe—one in Padua, Italy, the other in Paris.

Both exhibits are scheduled to start this month.

Padua Fair

The U.S. Consulate at Venice will operate a Trade Information Center at the 40th International Padua Fair, May 29-June 13.

U.S. Foreign Service Officers assigned to the Center will distribute promotional literature of U.S. firms, answer inquiries about American products and sources of supply, and direct business visitors to the exhibits of U.S. companies.

Any U.S. firm that wants to introduce its line into the Italian market or to increase sales of its products in Italy may send house organs, price lists, brochures, and other promotional literature to the Consulate for use at the Center.

Since the Padua Fair yearly attracts more than 1 million visitors, American firms whose sales literature is distributed through the Center will have an opportunity to bring their products before a significant number of buyers at the nominal cost of mailing their material.

The Padua Fair is one of the most important in Italy, attracting 1,110,137 visitors last year, 15,885 of whom were non-Italian. Exhibitors at the 1961 Fair totaled 3,523, of which 1,053 were foreign.

Commodities which principally attracted the interest of visitors included building machinery, supplies and equipment, packaging materials and machinery, woodworking machinery and equipment, plastics materials, agricultural machinery, oil burners and air-conditioners, prefabricated houses, ovens and machinery for bakeries, and sewing and knitting machines.

Packages of publications and literature should be sent to the U.S. Consulate, Venice, as soon as possible. They should be addressed to the attention of the Commercial Officer and marked internally "For Use at the International Padua Fair TIC."

Paris Fair

The U.S. Embassy in Paris will operate a Trade Information Center at the Paris Fair May 19-31.

Foreign Service Officers staffing the Center will promote tourism to the United States and will attempt to stimulate interest in U.S. products on the part of European buyers and consumers.

Last year's fair was attended by 3,316,000 persons, of whom more than 310,000 were from foreign countries.

U.S. firms interested in tourism are invited to send their promotional literature to the Embassy at Paris.

Other U.S. firms interested in promoting their lines in France are invited to send descriptive literature, house organs, and price lists to the Embassy for use in the Center.

Packages of literature should be mailed to the Embassy as soon as possible. They should be addressed to the attention of the Commercial Officer and marked internally "For Use at the Paris Fair TIC."

U.S. Plans Participation In West Berlin Fair

The United States will participate officially for the eighth consecutive year in the annual German Industries Fair in West Berlin, Sept. 22-Oct. 7.

About 500,000 people from all areas of the world are expected to see the official U.S. exhibition, which is being developed by the Commerce Department's Office of International Trade Fairs (OITF) in collaboration with U.S. industry.

Theme of the 1962 fair is "Partners for Progress."

Carrying out this theme, the U.S. exhibition will feature American labor-saving machines of advanced design to meet West German industry's interest in automation as a key to greater productivity.

Gerald L. Fiedler, OITF staff member and former manager of its Paris office, will manage the U.S. exhibition.

Switzerland To Play Host To Chemical Exhibition

BASEL—The International Exhibition and Congress of Laboratory, Measurement, and Automation Techniques in Chemistry (ILMAC) will be held here Oct. 15-20.

The show's purpose is to acquaint interested industrial and scientific circles with the most recent achievements, devices, and related products in the chemical, pharmaceutical, and allied fields.

In view of the highly specialized type of articles to be displayed, and the importance of the consuming industries for which they are intended, it is believed that U.S. specialties in the fields of laboratory measuring and automation instruments and equipment could be effectively promoted.

U.S. firms may participate either directly or through local representatives.

Three main groups of exhibits—laboratory, measuring, and automation instruments and equipment—and approximately 50 U.S. firms will be represented.

Congress Planned

An international congress will be held in conjunction with the exhibition.

Scientific leaders and industrial experts will deliver papers on chemical engineering and automation topics.

Papers in the automation field will cover electronic, automatic, and digital methods in measuring, computing, balancing, and checking processes as applied in chemistry and to higher operations in automatic control.

Part of the purely chemical subject matter will fall under the general heading "Newly Developed Analytical Methods" and analysis and X-ray fluorescence.

Detailed exhibit information and a preliminary list of exhibitors are available from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Norway Schedules Machinery Exposition

OSLO—U.S. machinery and equipment exporters interested in the Norwegian market may wish to investigate participation in the third International Industrial Machinery and Equipment Fair here Sept. 4-15.

The exhibit, sponsored by the Association of Norwegian Machinery Importers, was held in 1951 and 1957.

Foreign participation will be by local representatives only.

The exhibit area will comprise 135,000 square feet, 65,000 under cover.

Applications for space should be filed with Maskingrossistenes Forening, 22 Rosenkrantzgaten, Oslo, on or by May 1.

Exhibit items may be imported duty free provided they are exported within 8 months of import.

Admission will be limited to buyers in the mornings; in the afternoons the Fair will be open to the general public.

During the fair a conference is to be held on the following subjects:

Choice of processing machines, automation of working methods, and maintenance of machine tools.

Copies of the plan of the exhibition building and a fair brochure are available from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. Business Machine Exports Break Records; Imports Increase 25%

U.S. international trade in business machines reached another new high in 1961, for the fourth consecutive year.

Exports totaled $310,985,719, an increase of about 49% over the $208,852,262 of 1960. Imports, at $95,507,998, increased nearly 25% over the $76,501,153 in 1960, according to U.S. Bureau of the Census figures.

Exports to all major world market regions except Africa showed substantial gains, with exports to Europe and Asia showing the largest percentage gains.

Canada was the best single country market for U.S. business machines, followed by Japan, West Germany, and the United Kingdom.

Most U.S. exports to these countries, however, consisted of highly advanced machines.

Exports Led by Computers

All business-machine commodity groups except staplers contributed to the export increase.

Electronic computers and related equipment led with an increase of about 130% over 1960.

Punched card equipment, and bookkeeping and accounting machines also registered important gains.

Substantial gains in exports were made in mail-handling equipment and miscellaneous office machines, reflecting the wide variety of new machines developed by U.S. manufacturers in the past year.

Other important gains were shown in adding machines, typewriters and cash registers, with parts accounting for about half of the volume in each.

U.S. exports were widely distributed, going to more than 100 countries and ports of entry.

Europe, Canada, and Asia accounted for about 85% of the total exports. Europe took about 48%, compared to about 43% in 1960.

Exports to Central and South America showed moderate gains.

Typewriter Imports Up

In U.S. imports, typewriters were the leading commodity.

Typewriter imports exceeded $33.7 million, an increase of about 26%. West Germany was the largest supplier, with about 30% of the total, followed closely by the Netherlands.

Magnetic-tape dictating machines showed the greatest gain—149% over 1960—and Japan is now the leading supplier, with sales near $11 million.

Iron and Steel Output in Netherlands Score New High; Trade Inches Up

AMSTERDAM—The iron and steel industry in the Netherlands operated at full capacity in 1961 and production exceeded the record levels of 1960.

Pig iron production rose 8% above the 1960 level to 1,456,000 metric tons and crude steel output reached 1,964,000 tons, up 11%, the U.S. Consulate reports.

The labor shortage continued, but was eased by the importation of workers, mostly from Italy.

Production of most steel mill products declined, with the exception of tinplate and sheet.

Tinplate production was up 4% to 167,000 tons, owing to higher production in electrolytic tinplating. New production records were set in 1961 by two tinplating firms, Maatschappij tot Exploitatie Van Kooksovengessen (MEKOG) and Cementfabriek Ijuiden N.V. (CEMIJ).

Trade Rises

Imports of all steel mill products totaled 1,911,000 tons, 4% higher than in 1960. Imports of steel bars and wire rods increased 19% to 630,000 tons.

Exports of steel mill products, amounting to 818,000 tons, rose 4% over 1960. Plates showed the sharpest rise in exports up 33% to 165,000 tons. Exports of pig iron remained at the 1960 level of 166,000 tons.

Iron and steel consumption in 1961 exceeded the 1960 levels, with pig iron increasing 7% to 1.3 million tons, and crude steel consumption reaching 1,847,000 tons, up 4%.

Iron ore consumption, however, declined 3% to a total of 2.3 million tons.

Steel sheet consumption increased 2%, reaching 313,000 tons, but consumption of plates declined 9% to 502,000 tons.

Consumption of tinplate fell 18% to 155,000 tons. Consumption of strip, wire, railway materials, cast-iron pipe and fittings was about the same as in 1960.

Aluminum Exports From U.S. Gain

Exports of crude aluminum and semifabricated shapes from the United States for the first 2 months of 1962 continued to run ahead of the totals for 1961, although crude shipments in February dropped behind the unusually high level recorded in January.

Large purchases by Yugoslavia, United Kingdom, and Argentina swelled the January totals.

February exports of crude aluminum were 20.5 million pounds, compared with 39.5 million in January.

Exports of semifabricated shapes in February totaled 9.6 million pounds, up from 7.6 million in January.

Exports of aluminum scrap were 11.4 million pounds, down slightly from January.

Imports of crude aluminum fell to 27 million pounds, compared to 32.5 million pounds in January, but the 2-month total was up from the early 1961 level.

Imports of semifabricated shapes in February were 11.8 million pounds against 11 million in January, and the 2-month total also topped the January-February 1961 level.

More Swedish Casting Reels To Be Imported Into U.S.

GOTEBORG—A/B Urfabriken in Svangsta, Sweden, a large manufacturer of sport fishing equipment, has received the largest order thus far from their U.S. representative. The order consists of 255,300 casting reels, valued at over $2 million.

The reels will be exported in 1962, the U.S. Consulate General reports.

The company produces about 600,000 fishing reels and 3 million lures yearly, together with 100,000 casting rods.

Annual sales are reported to total over $3.8 million with exports of equipment to 90 different countries.

A/B Urfabriken plans to double its plant capacity for sport fishing equipment, principally by acquiring the most advanced type of machinery.

The U.S. imported rods in negligible quantities from Sweden in 1961, preliminary U.S. Census Bureau figures show (FCW, Apr. 2, p. 578).

Sweden was an important source of reels, however, U.S. imports amounted to 224,271 reels valued at $1.4 million, up from the 1960 quantity of 141,280 valued at $885,218.

Future U.S. imports of reels from Sweden may increase even more.

Gabon Wood Production Sets Record

LIBREVILLE—Production of okoume wood reached a record level in Gabon in 1961 as both exports and sales of wood on the growing local market increased over 1960, the U.S. Embassy reports.

This expansion was a particularly significant indicator of the country's economic growth in 1961 since Gabonese mineral output has become increasingly important in recent years.

Okoume, however, still accounts for most of the country's $30-million wood industry which is the foundation of the economy.

Log Production Up

In 1961, Gabon's lumbermen produced 782,000 metric tons of okoume logs, an increase of 6% over 1960.

The increase was handled primarily by the Cooperative Africaine de Bois Equatoriaux (CABE), the organization which markets the largest part of Gabon's okoume. CABE, which is composed of both Government and private lumber interests, received 571,080 tons of okoume in 1961 compared to 532,900 tons the year before.

Firms not associated with CABE and which export wood directly to their factories in France showed a relatively small increase in production from 204,000 tons in 1960 to 210,000 tons in 1961.

The slower growth rate of these firms was partially a result of the Government's 1961 decision to reserve cutting permits in the forests of the first zone for Gabonese nationals.

These are the timber areas nearest the coast and rivers—where logs can be evacuated at low cost. The large European-owned forestry concerns had to move into the more remote second zone if they wished to obtain new operating permits.

The large concerns had to transfer their equipment and camps to the second zone and purchase greater amounts of heavy road-building and log-carrying equipment, so that production of many of the large Gabonese logging concerns is not expected to rise significantly this year. Transition from one timber zone to another will require new Government investment for roads and access routes into the second zone.

Domestic wood producers expanded their output to 100,000 tons of okoume to CABE, as against 73,000 tons in 1960. This increased African participation in the wood industry is being encouraged by the Government.

Local Processing Increases

Wood deliveries to local factories rose 23% in 1961 and a large part of the increased output was absorbed by local users.

Local wood processors should take even greater quantities of okoume in 1962 because of the opening of a new sawmill at Nomba with a cutting capacity of 20,000 cubic meters.

Much of Gabon's immediate industrial potential centers around the processing of wood, so the production increase by local processors is an especially good economic sign.

The country's four producers of plywoods and veneers used 95,000 tons of okoume in manufacturing 58,000 cubic meters of plywood and about 16,000 cubic meters of veneer.

The total financial turnover of local wood processors in 1961 amounted to $8.5 million.

Market for Television Sets To Open in Kenya

NAIROBI—Television is expected to make its debut in Kenya on October 1 and officials of the Kenya Broadcasting Corp. (KBC) predict that 8,000 sets will be in operation by the end of the year, the U.S. Information Service reports.

KBC will use the international standard of 625 lines, compared with 405 in Britain and 525 in the United States, the Director General, Mr. Patrick Jubb, stated.

Names and addresses of importers and dealers of radios and communication equipment in Kenya (potential TV importers) are contained in the Trade List entitled *Business Firms—British East Africa*, published by the U.S. Department of Commerce. The List is obtainable for $1 from the Department or from any of the 34 Field Offices in the United States.

World Rubber Production, Consumption Increase

World production of natural rubber amounted to 215,000 tons in December 1961, compared with 207,500 tons in December 1960, and brought the year's total to 2,105,000 tons, according to estimates of the Secretariat of the International Rubber Study Group. The 1960 total was 2 million tons.

Deliveries from U.S. and U.K. stockpiles for December 1961 were 2,250 tons, and for the year, 29,355 tons.

World consumption of natural rubber was placed at 170,000 tons last December compared with 180,000 tons in December 1960. Estimated imports into the Soviet Union and Communist China included in these figures totaled 31,500 tons in December 1961 and 47,500 tons in December 1960.

For 1961, world consumption of natural rubber was placed at 2,087,500 tons, compared with 2,035,000 tons in 1960. Estimated imports into the U.S.S.R. and Communist China included in these figures totaled 407,250 tons in 1961 and 305,250 tons in 1960.

Excluding production and consumption for iron-curtain countries, world synthetic rubber production was estimated at 190,000 tons and consumption at 162,500 tons for December 1961. In December 1960, output and consumption were 147,500 and 142,500 tons, respectively.

Synthetic Output Up

Excluding the totals for the iron-curtain countries, 1961 world synthetic production was estimated at 1,960,000 tons and consumption at 1,890,000 tons. During 1960, output and consumption were 1,885,000 and 1,780,000 tons, respectively.

World consumption of natural and synthetic rubber totaled 3,977,500 tons during 1961 compared with 3,815,000 tons during 1960.

U.S. Compressor Shipments in Slowdown

The value of U.S. exports of air and gas compressors declined 14% in 1961 compared to 1960.

Oversea shipments totaled $57.3 million in 1961 and $66.6 million in 1960, according to Census Bureau figures.

U.S. compressor exports peaked at $67.1 million in 1958 and dropped to $52.5 in 1959; a major contributor to this drop was the decline in exports of stationary reciprocating compressors over 125 hp. from $21.4 million in 1958 to $13.7 million in 1959.

Exports of this type of compressor rose to $16.6 million in 1960 but dropped again in 1961 to $12 million.

Canada remained the best market for U.S. exporters of compressors with 1961 imports from the U.S. of $9.5 million, although this was down 37% from the 1960 exports to Canada of $15 million.

Canada's share of total U.S. compressor exports was down from 22.6% in 1960 to 16.5% in 1961.

Exports to Mexico, another major market for U.S. compressors, were down 38% with $6.5 million in 1961, compared to $10.5 million in 1960.

Other leading countries importing U.S. compressors and parts are Venezuela, Colombia, Argentina, Australia, and the Common Market countries.

U.S. Grants Funds To Help Construct Nicaragua Schools

Twenty thousand Nicaraguan school children will have new classrooms as a result of an Alliance for Progress agreement signed between the Mission Director of the U.S. Agency for International Development in Managua and the Minister of Education of Nicaragua.

The agreement, part of Nicaragua's 6-year plan for basic educational development, calls for expenditure of $1,350,000 by the end of 1964 to construct 500 classroom units, each equipped to accommodate an average of 40 pupils. The U.S. will contribute 40% of the cost in the form of an Alliance for Progress grant.

Construction is to get underway in May.

The agreement stipulates that before construction can begin, a survey must show that at least 50 school-age children live within about 2 miles of the site.

Every province in Nicaragua will benefit from the program which is only a start in the overwhelming educational needs of the country.

Officials point to the self-help aspects of the program in which costs are shared by the Nicaraguan Government, local municipalities, and the U.S. Government. Nicaragua will match the U.S. $540,000 grant with a like amount in local currency obtained through a 20-year social progress AID loan repayable in dollars.

The final $270,000 (20% of the total cost of the school program) will be furnished by local governments in the form of labor, certain materials, and land sites.

U.S. To Lend Indian Firm $9.8 Million For Tire Cord Plant

Authorization of a $9.8 million U.S. Government loan to assist the privately owned Delhi Cloth and General Mills Co., Ltd., of India, in financing foreign exchange costs of a new rayon tire cord factory has been announced by the Agency for International Development.

The loan funds will be spent in the U.S. for goods and services needed by the Delhi company to construct the factory at Kotah, in the Indian state of Rajasthan.

The Delhi cloth company will contract for technical know-how and patents from Beaunit, Inc., a leading American producer of rayon tire cord, and for detailed design and engineering services with the Chemtex Corp. of New York.

The need for the new facility in India, which will be constructed as a private sector project within India's third 5-year development plan, is related to India's plans to expand its transportation system.

Road building and motor vehicle production programs are expected to double India's demand for tires and tire cord by 1965-66.

With completion of the Kotah factory and similar facilities, a substantial part of India's Third Development Plan requirements for rayon tire cord will be met.

Dominican Cement Imports Called Not Harmful

The Tariff Commission has unanimously determined that an industry in the United States is not being—and is not likely to be—injured or prevented from being established by reason of importation of portland cement, other than white, nonstaining portland cement, from the Dominican Republic.

This finding resulted from an investigation under section 201(a) of the Antidumping Act instituted by the Tariff Commission on January 18, 1962, upon advice from the Treasury Department that such cement was being, or was likely to be, sold in the United States at less than fair value within the meaning of the Antidumping Act of 1921, as amended.

Poland, Yugoslavia To Buy Surplus Farm Commodities

The U.S. Government has signed agreements with Poland and Yugoslavia for sale of agricultural commodities under Public Law 480.

The agreement with Poland, on an amended program under Title I, is for $13.8 million of cotton, 92,000 bales; $1.5 million worth of rice, 22 million pounds; and ocean transportation, an estimated $500,000.

Proceeds from this sale will be used for U.S. purposes.

The agreement with Yugoslavia comes under two PL 480 programs:

1. A Title IV agreement for a long-term dollar credit program.

2. A Title I agreement providing for payment in dinars.

The Title IV program includes $7 million worth of cotton, 50,000 bales; $2.5 million worth of soybean meal, 66.1 million pounds; and ocean transportation, an estimated $600,000.

Under the Title I program, Yugoslavia will buy $12.5 million worth of wheat, 7.3 million bushels; $400,000 of fresh lemons, 7.3 million pounds; and ocean transportation, an estimated $1.6 million.

Proceeds from the Title I program will be used for economic development loans, for payment of U.S. obligations abroad, and for various other U.S. uses.

Certain Coin Purse Imports Held To Violate Tariff Act

The Tariff Commission has held that importation of certain self-closing, squeeze-type coin purses is in violation of Section 337 of the Tariff Act of 1930.

If importers of the purses do not request a rehearing, or appeal, the commission will recommend to the President that the purses be banned.

The Commission held that the purses use an invention patented in the U.S., and that continued importation would be injurious to the domestic industry.

Egyptian Manufacturing Firm Gets $3 Million U.S. Loan

A $3 million loan from the Agency for International Development (AID) will enable an Egyptian manufacturing firm to step up its cellophane production.

The loan will be made available to the Société Misr Pour La Rayonne, SAE, for expansion of its plant at Kafr El Dawar.

Funds will be spent in the U.S. for materials and services.

In addition to the U.S. loan, the Société Misr will spend approximately $2.5 million in Egyptian funds for its expansion program.

New Books and Reports

The Labor Force of Bulgaria. By Zora Prochazka. U.S. Bureau of the Census. 40 pp. 30 cents.

This booklet deals with the size, composition, and growth of the Bulgarian labor force from 1934 to 1959, and presents projections of the population and labor force to 1976. Major emphasis is placed on the period since World War II.

The Economic Development of Uganda. Johns Hopkins Press. Baltimore, Md., 1962. 475 pp. $8.50.

The report of a mission organized by the World Bank at the request of the Governments of Uganda and the United Kingdom, this study is intended as a guideline to an economic program for which details are to be worked out by Uganda itself.

The first part, the General Report, includes an analysis of Uganda's economy and recommendations for implementation of a 5-year development plan.

Part II outlines a proposed program for agriculture and steps needed to diversify this dominant sector of the economy.

Programs in other sectors—mining, manufacturing, tourist trade, transportation, communications, electric power, education, health, and housing—are discussed in the third part.

Statistical tables, charts, and maps are included.

The nine-man mission, representing five different nationalities, was headed by Professor Edward S. Mason of Harvard University.

German Engineering Projects. Der Volkswirt Wirtschafts-und Finanz-Zeitung GmbH, Oederweg 16-18, Post Box 2027, Franfurt am Main, Germany. 1962. 84 pp. 90 cents (3.50 German marks).

This bulletin, published in English and German, describes approximately 100 German engineering projects carried out abroad and in Germany.

Special attention is given to engineering achievements in the developing countries.

Yearbook of International Trade Statistics, 1960. United Nations. New York, 1962. 603 pp. $7.

This eleventh issue of an annual summary prepared by the Statistical Office of the United Nations presents in one volume detailed trade data for individual countries.

Summary tables cover world trade by regions and countries, world exports by provenance and destination, export and import quantity and price indexes and indexes of terms of trade by regions, and indexes by commodity classes.

Detailed annual statistics for 132 countries covering in 1960 about 97% of the aggregate trade of countries which make data available for that year ($127,200 million) are included in this volume.

For 87 of these countries, the analysis is in terms of the UN Standard International Trade Classification.

United States Exports of Domestic and Foreign Merchandise. U.S. Department of Commerce, Bureau of the Census. Washington, D.C., April 1962. 202 pp. $1.25.

Export statistics in this report for calendar 1961 are intended to measure, with certain exceptions, the physical movement of merchandise out of the U. S. Customs area to foreign countries.

The data are presented according to Schedule B commodity classification numbers, giving country of destination, quantity, and value. Domestic and foreign merchandise are reported separately.

The report, FT 410, Part 1, is for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Firms Offered Free Listing In U.S.-Italy Directory

U.S. firms exporting to or maintaining business relations with Italy are offered free listing in the special fifth edition—1963-64—of the *U.S.-Italy Trade Directory*.

Compilation of the new edition has started earlier this year, which marks the seventy-fifth anniversary of establishment of the publisher, the American Chamber of Commerce for Trade With Italy, Inc.

A larger format and special cover will characterize the new directory, to be ready for distribution in the early part of 1963.

Questionnaires for the free listing are available from the publisher at 105 Hudson Street, New York 13, N.Y.

Directory of Combination Export Managers. Agency for International Development. Washington, D.C., 1962.

Designed as a tool for small business firms in the United States to use for participation in foreign trade, this directory lists names and addresses of combination export managers, clients, lines of goods handled, and areas of operation.

A combination export manager is an independent export executive or organization serving two or more firms selling goods overseas.

The export manager assists these suppliers in the selection of foreign agents, direction of foreign advertisement and promotion, and handling such details as billing, financing, and shipping. The manager may serve on a fee or commission basis.

The directory, prepared by AID's Office of Small Business, is divided into five commodity volumes which may be purchased separately: Food, Feed, and Fertilizer, $0.40; Fuel, $0.25; Raw Materials and Semifinished Products, $0.75; Machinery and Vehicles, $1; Miscellaneous and Unclassified, $1.

The volumes may be ordered from the Superintendent of Documents, Division of Public Documents, Washington 25, D.C. Orders should be accompanied by check or money order, payable to the Superintendent of Documents.

Quarterly Report on Sweden. Swedish Sales Institute, Kungsgatan 74, Stockholm, Sweden. 1962. By annual subscription, $1.

A new quarterly report on developments in the economic and advertising fields in Sweden, this periodical is designed to keep firms up to date on the Swedish market.

This first issue contains a feature article entitled *How to Market Successfully in Sweden*—by A. E. Wernly, Director of the British-Swedish Chamber of Commerce in Sweden—which may be of special interest to U.S. exporters.

EEC, the European Common Market Newsletter, Vol. I, No. 1. European Common Market Development Corporation. New York, 1962. Annual subscription, $35.

This first issue of a weekly news report on the European Economic Community and its world wide impact presents a special article entitled, "Anti Trust Regulations in the Common Market," by Sylvan Gotshal, chairman of the World Trade Arbitration Committee of the American Arbitration Association.

The cumulative subscription, providing the subscriber with a ring binder containing all back issues as well as a chronology of Euromart and its origins, 1950-62, may be obtained from the publisher at 60 East 42d Street, New York 17.

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Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

May

6-12—World Trade Week celebration, New Orleans, La. Sponsor: Foreign Trade Committee, Chamber of Commerce of New Orleans area; Louisiana-Mississippi Regional Export Expansion Council. Chairmen, Edwin A. Leland, Jr., New Orleans Field Office; Aaron Mintz, Regional Export Expansion Council.

7-11—International Foundry Congress and 66th American Castings Congress and Exposition, Cobo Hall, Detroit, Mich.★

7—Monthly dinner meeting, Dallas Export-Import Club, Downtown Club, Dallas, Tex.

7—National Association of Purchasing Agents, Nonferrous Metals National Committee, Chicago, Ill. Commerce speaker: Deputy Assistant Secretary for Domestic Affairs Eugene P. Foley.

7—Conference on International Trade, University of Delaware, Newark, Del. Commerce speaker: Assistant Secretary for International Affairs Jack N. Behrman.

8—World Trade Clinic, Claypool Hotel, Indianapolis, Ind. Sponsor: Committee of American Steamship Lines. Commerce speaker: Paul E. Pauly, Bureau of International Business Operations.

8—12th Annual import-export meeting, Ridgefield Country Club, Kingsport, Tenn. Sponsor: Appalachian Traffic Club.

8—Profits in Export luncheon, Yonkers, N.Y. Sponsors: Chambers of Commerce of Yonkers, White Plains, New Rochelle, Mt. Vernon.

8—Monthly meeting, World Trade Committee, Dallas Chamber of Commerce, Dallas Athletic Club, Dallas, Tex. Subject: Workshop programming for 1962.

8—Export Trade Workshop, Indianapolis, Ind. Sponsor: Committee of American Steamship Lines. Commerce speaker: Paul E. Pauly, Bureau of International Business Operations.

9—World Trade Day Observance, Normandy Hotel, Minneapolis, Minn. Sponsor: Minnesota World Trade Association.

9—Foreign Trade Workshop, New Haven, Conn. Sponsor: Manufacturers Association of Connecticut. Commerce speaker: Charles J. Barrett, Bureau of International Programs.

9-11—Mississippi Valley World Trade Conference, New Orleans, La. Sponsor: Louisiana-Mississippi Regional Export Expansion Council. Commerce speakers: Rene Lutz, Bureau of International Programs; Henry J. Dempsey, Bureau of International Business Operations.

10-11—Midwest Industrial Procurement Meeting, Des Moines, Iowa.★

10—Annual meeting, Americans for a Musical Library in Israel. Chicago, Ill. Commerce speaker: Edward Killam, Business and Defense Services Administration.

10—Dinner meeting, New York Chamber of Commerce and Industry, New York City. Commerce speaker: Assistant Secretary Jack N. Behrman.

11—World Trade Conference, University of Wisconsin, Madison, Wis. Commerce speaker: Under Secretary of Commerce Edward Gudeman.

11-22—6th U.S. World Trade Fair, Coliseum, New York, N.Y.★

11-18-25—6th through 8th Executive Export Training Program sessions on dates indicated, University of Houston, Houston, Tex. Sponsors: U.S. Department of Commerce; Distributive Education Division, State Education Agency; Regional Export Expansion Council; Houston World Trade Association; World Trade Committee, Houston Chamber of Commerce; Small Business Administration.

13-17—Sixty-sixth annual convention, National Association of Credit Management, Hotel Philadelphia-Sheraton, Philadelphia, Pa. Speaker: Albert J. Redway, Export-Import Bank of Washington.

13-18—Ninth Institute on International Trade, Monticello, Ill. Sponsors: University of Illinois, Illinois Manufacturers' Association. Commerce speaker (May 14): Anthony J. Buchar, Manager, Chicago Field Office.

14—Export Workshop, Water Systems Council, Highland Park, Ill. Cosponsors: Chicago Field Office, Small Business Administration.

15—Sales and Marketing Executives Club of Westchester annual meeting, White Plains, N.Y. Commerce speaker: Edward Killam, Business and Defense Services Administration.

15—Small Business Counciling Conference, Rock Island, Ill.

15—U.S. Travel Area Workshop luncheon, Hotel Lafayette, Buffalo, N.Y. Commerce speaker: Deputy Assistant Secretary for Trade Policy Peter T. Jones.

16—Annual Credit Congress, National Association of Credit Management, Philadelphia, Pa. Commerce speaker: Under Secretary Edward Gudeman.

16-17—Conference for corporation executives: The Business Outlook in South and Southeast Asia. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.

16-19—21st National Independent Meat Packers Association convention, The Americana, Bal Harbour, Fla.★

17—National Industrial Conference Board meeting, New York City. Commerce speaker: William B. Dale, Bureau of International Programs.

20-23—Sales and Marketing Executives-International, Convention and Business Aids Show, Dallas, Tex.★

21—American Fishing Tackle Manufacturers Association annual convention, Chicago, Ill. Commerce speaker: Aaron M. Rosenthal, Business and Defense Services Administration.

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WORLD TRADE DIRECTORY REPORTS provide information on individual foreign firms including type of organization, method of operation, lines handled, size of firm, sales territory, names of owners or offices, capital, sales volume, and general reputation in trade and financial circles. Price, $1 each.

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For further information on or use of these services consult the nearest Field Office. The experienced international trade specialists in the office will be glad to assist you.

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Atlanta 3, Ga., Home Savings Bldg., JAckson 2-4121.
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Buffalo 3, N.Y., Federal Bldg., TL. 3-4216.
Charleston 4, S.C., Area 2, Sergeant Jasper Bldg., 722-6551.
Cheyenne, Wyo., Majestic Bldg., 634-2731.
Chicago 6, Ill., 226 W. Jackson Blvd., ANdover 3-3600.
Cincinnati 2, Ohio, Fifth Third Bank Bldg., DUnbar 1-2200.
Cleveland 1, Ohio, Federal Reserve Bank Bldg., CHerry 1-7900.
Dallas 1, Tex., Merchandise Mart, RIverside 8-5611.
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Jacksonville 1, Fla., Federal Bldg., ELgin 4-7111.
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